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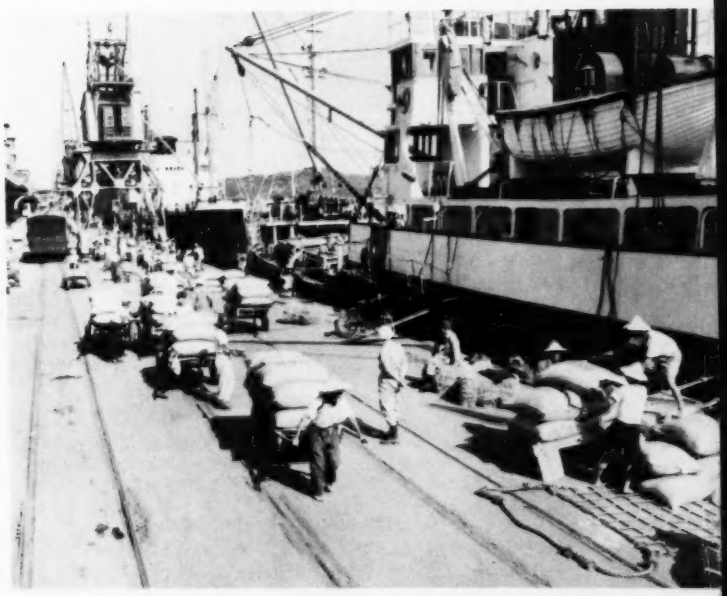
Special report issue



Specialized market in Taiwan

Business Bulletins *from around the world*

AUSTRALIA—Railway construction is booming, with more than 1,400 miles of new lines being built or approved at total cost of more than £100 million ($224 million). In next few years some of world's heaviest freight trains, with gross loads up to 16,000 tons, will be hauling iron ore in Western Australia to deep-water ports in northwestern part of state. Lines will be standard gauge. Diesel locomotives of 9,000 horsepower will be needed to haul heavy freight. One thousand miles of heavy-duty lines to be laid by 1969.

Figures released in Canberra indicate value of mineral production in 1964 increased by about £27 million ($60,480,000) to £235 million ($526,400,000). Raw-material requirements of secondary industries being met by local production and exports are rising—particularly of black coal to Japan.

FRANCE—Eight to 14% of merchandise carried by French department stores is imported.

GABON—Oil newly discovered in commercially exploitable quantities. Concession held jointly by Compagnie de Recherche et d'Exploitation au Gabon (COSREG) and Societe des Petrols d'Afrique Equatoriale (SPAFE).

GERMANY—U.S. National Distillers and Royal Dutch Shell group, through jointly owned Shorko investing concern, take equal shares with J. P. Bemberg A.G. of Germany in new company to be set up in Wuppertal for manufacture of synthetic film and laminated products.

Universal Foods Systems, Inc., of Quincy, Mass., plans to open a few "Dunkin' Donuts" shops under its own management in Frankfurt and several other large cities, then introduce the franchise system, supplying franchise holders with ingredients, equipment and instruction.

IRELAND—The trade gap widened by $35 million in first-quarter 1965 in comparison with 1964. Imports increased by almost $16 million to $261.2 million while exports declined by $17.9 million to $135.2 million.

British import levy of last October is probably responsible for 40-50% of the export decline. Drop in cattle and beef sales to Britain during first quarter was also a significant factor, in the opinion of an Irish Export Board official. This decline results both from higher stock levels maintained on Irish farms and a slowing down of purchases by British buyers in the light of United Kingdom conditions surrounding the annual price review there.

NETHERLANDS—Government 1964 tax receipts totaled $3,793 million, 19% increase compared with 1963.

Total January-March imports amounted to $1,748 million, up 2% from first-quarter 1964. January-February imports from United States slipped to $94 million, 25% below like period of 1964. U.S. share of Dutch market dropped to 8.4% from 10.8% in first two months of 1964.

Housing completions in February totaled 7,560 units, 7% increase compared with February 1964.

NIGERIA—New $1.1-million asbestos-cement manufacturing plant to be established at Kaduna by Northern Nigerian Development Corp. (NNDC) in collaboration with British firm. In 1966, plant is scheduled to begin production of wide range of asbestos-cement products. NNDC also joining Italian firm to form $4.8 million company to produce fiber bags. Located at Jos, plant will use Kenaf fiber grown by farmers in area.

Plans to establish yeast and alcohol factory in Northern Nigeria announced by British distilling firm. Factory will use surplus molasses from newly established sugar factory at Bacita.

SPAIN—Commercial agreement signed for sale of Argentine meat to Spain. Spain will purchase 4,000 tons of meat each month for remainder of current year. Of total each month, 1,500 tons will be chilled hind-quarters and 1,000 tons will be frozen front-quarters. No quotas set for specialized cuts. Effects on current U.S. efforts to export meat to Spain cannot be determined presently, since American efforts are directed at sale of specialized cuts for which no quota was set in agreement with Argentina.

Government has announced approval of 199 applications for investment totaling $233 million in Spain's regional development and promotion areas. Principal sectors for which investments were approved are steel and metals, machinery and chemical industries. Newly approved applications combined with $602 million approved during 1964 give total of $835 million approved for investment in development areas.

UGANDA—International Finance Corp. (IFC), World Bank affiliate, announces first investment in Uganda—financing Mulco Textiles, Ltd., new company organized to establish fully integrated cotton textile mill at Jinja, near Lake Victoria, at estimated cost of £2,760,000 ($7,728,000). Three investment institutions in United Kingdom and Kuwait are participating in IFC commitment to provide $3,514,000 in loan and share capital. Mulco mill, at full operation, is expected to produce annually more than 18 million square yards of textiles, using Ugandan cotton. Principal products will be gray cloth and piece dyes fabric.

UNITED KINGDOM—Unemployment in April totalled 341,201, or 1.5% of labor force, lowest figure for that month since 1961. Number of vacancies registered during the month numbered 407,583, highest for nearly 10 years, and exceeded number of unemployed for first time since last July.

Mechanical-engineering imports continue to grow at faster rate than exports of such equipment. Imports of mechanical-engineering apparatus as a percentage of exports rose from 18% in 1954 to 39% in 1964. Last year, foreign firms sold more than $840 million worth of equipment to U.K. Machine-tool imports in 1964 accounted for 28% of domestic market. U.K.'s share of world trade in certain engineering products has been decreasing while imports have accounted for increasing share in British consumption.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Two views of Keelung harbor, largest in the northern part of Taiwan, and a shopping center in Taipei, along Chung Hwa Road are indicative of the report (starting on page 2) of the recently returned Trade Mission to Taiwan. The photos were provided by Warren M. S. Yang, Director of Public Relations in the office of the Postmaster General, Taiwan.

International Commerce

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From plows to lathes in Taiwan

Government, business efforts expand industrial production

By BRADLEY MURRAY
Mission Director

The first U.S. Trade and Investment Mission to Taiwan—the Republic of China (ROC)—found a people with an almost limitless capacity for work, who have succeeded in pulling their country's economy up by the bootstraps, and are determined to beat many of their plows into lathes and other tools of industry.

The Mission members worked in Taiwan from the 21st to the end of March. They talked to hundreds of Chinese industrialists, businessmen, and Government officials in Taipei, the capital, and in Kaohsiung, an important industrial center. Wherever they went, and with whomever they talked, they were impressed with the concentrated and well-synchronized efforts by both Government and business toward creation, modernization, and expansion of industrial production to cover domestic and potential export needs, and toward the achievement of independence from outside support.

Outside support in the form of venture capital and managerial know-how is actively sought from all friendly countries, however, and the ROC Government is placing noticeable emphasis on an increase in investment and trade ties with the United States.

Trade, investment opportunities

As shown in the following articles by the Mission members, ample opportunities exist for both trade and investment in Taiwan, not only in the members' industrial specializations but also in a variety of other areas. Many of the specific leads developed by the Mission are presented in this issue of INTERNATIONAL COMMERCE—in the interview summaries, which follow the five members' reports, and in the World Trade and Investment Opportunities sections.

The country's balance of trade was positive in 1963 as well as in 1964, and its foreign exchange position has improved substantially. Further improvement may point the way toward liberalization of still existing restrictions against import of consumer goods.

As the gross national product has been progressing at the rate of 7% a year since 1953, as the same rate of progress is envisaged in the 10-year development program on which Taiwan embarked this year, and as the per capita income of $150 is one of the highest in the Far East, the outlook for an expansion of commercial relations between the two countries is considered excellent in the Republic of China as well as in the United States.

MURRAY

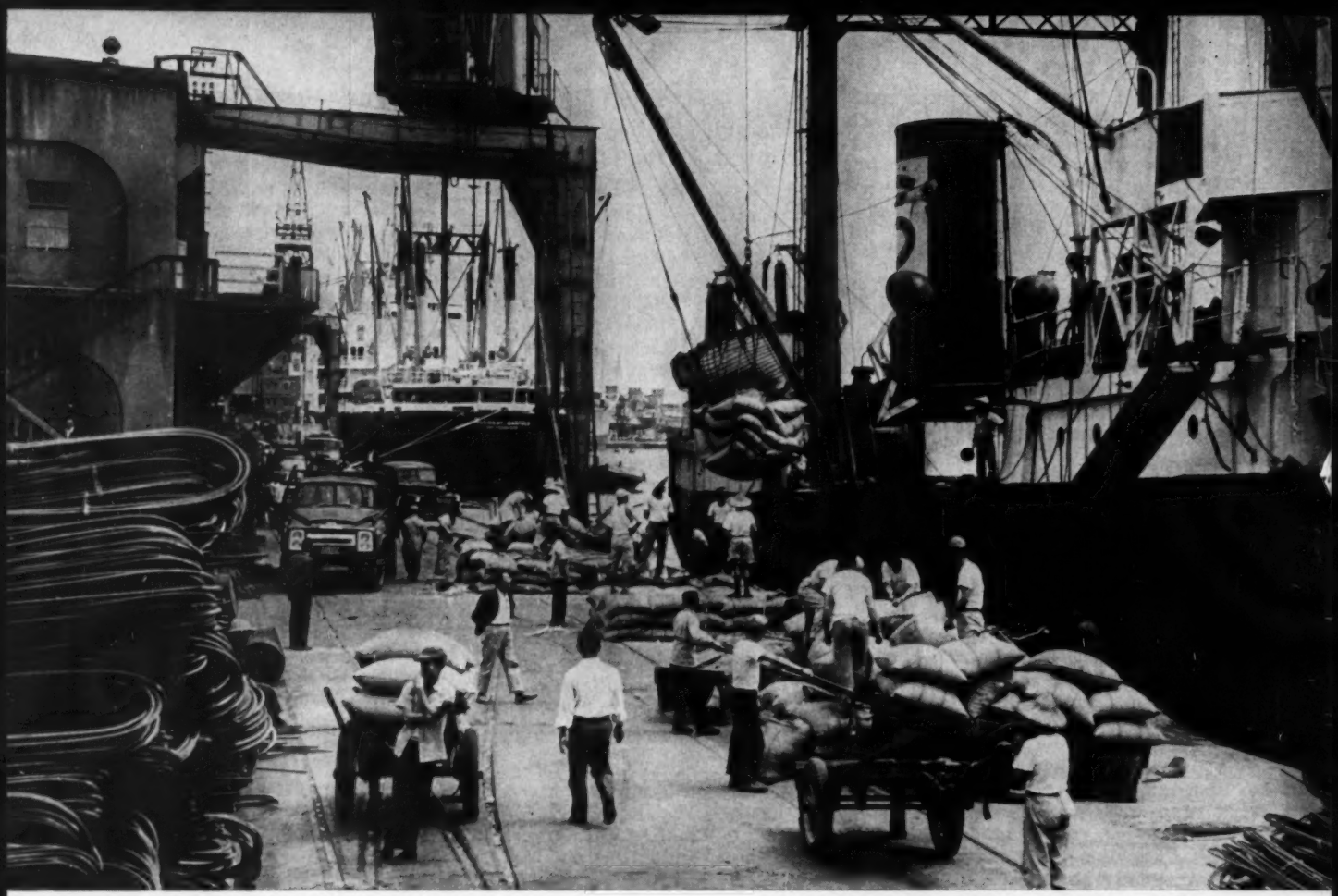
". . . the outlook for an expansion of commercial relations between the two countries is considered excellent in the Republic of China as well as in the United States."

D. K. Wu addresses press conference attended by Trade and Investment Mission members in Taipei.

the author

Bradley Murray is a Special Assistant to the Director of the Bureau of International Commerce in the Department of Commerce. Previously he served in the Department's Trade Missions Program. He has been an adviser to the Governments of Venezuela and Iran, and for a number of years was associated with the New York investment counseling firm of Scudder, Stevens & Clark. He has operated a cotton business in Mexico.

Murray received his B.A. from the University of Tulsa and a Master's in Business Administration from the University of Pennsylvania, and also attended the University of Chicago Law School.



SEAPORT AT KAOHSIUNG is one of three connecting Taiwan to world markets. Project to be completed in '70 will extend harbor six times present size.

Fast growing market

Taiwan's imports 48% higher in January-March this year than in first quarter '64

By OLIVER B. BONGARD

Commercial Attaché, U.S. Embassy, Taipei

Almost all visitors to Taiwan express amazement at the bustling activity, the heavy and hectic street traffic and the new hotels and factories.

BONGARD

Chinese hard work, intelligent and determined leadership, and optimism are the active ingredients causing this economy to develop at a rate more rapid than any in the Far East, except Japan.

Taiwan exports of $463 million in 1964 were double those of 1962 and at year's end reserves of foreign exchange and gold were at about $300 million, sufficient for about nine months of imports at the 1964 rate of $410 million.

Businessmen have responded to this opportunity and imports were 48% higher in the first three months of 1965 than the same period of last year.

Opportunity for Americans

Americans admire progress and growth. We have it here in Taiwan, and that is why it has been possible to stop giving China concessional and grant AID assistance and to close out the AID China Mission on June 30, 1965. Quite justifiably, the solid prospect for continued steady growth is causing increasing numbers of U.S. exporters, importers and investors to focus their attention and effort on Taiwan.

The Republic of China this year has embarked on a 10-year development program which aims at continuing the progression from a predominantly agricultural to an industrial economy. This set of long-range goals contemplates an annual increase in GNP of 7% and in imports and exports of 9%. Fitting into this overall growth plan is a new, and Taiwan's fourth, four-year plan.

The four-year plan sets up realistic growth targets which can help point the direction of opportunity for U.S. businessmen and their competitors in other countries. While not all of the details of the plan have been revealed, reportedly it calls for machinery imports double the 1964 level of $88 million, a one-third increase in raw materials imports from the 1964 total of $265, and only a slight

increase in imports of consumer goods.

Thus, Taiwan is a market principally for machinery and raw materials. Import controls, although somewhat liberalized in recent months, still restrict and severely limit the import of most consumer goods.

Priority for 18

Listed below are the 18 categories of industries to which the Government will give priority encouragement during the next four years:

Canned food. Pineapple production is to be increased and the quality of canned tangerines, asparagus and mushrooms improved.

Tobacco and wine. The Monopoly Bureau is expected to increase production of higher grade wine and liquor and produce new brands of American-style cigarettes.

Sugar. A 10-year plan for renovation of production facilities of the Taiwan Sugar Corporation will be accelerated.

Rubber. Production of automobile and bicycle tires is to be boosted and one or more modern rubber shoe factories are to be established.

Fertilizer. A new sulfuric acid plant with daily capacity of 100 metric tons is to be built by the Taiwan Fertilizer Company. Natural gas will be used by the same company to produce nitrogen. The Kaohsiung Ammonium Sulfate Corporation will set up an oxygen plant.

Alkali. Annual production is to be raised to 30,000 metric tons.

Petroleum. Production of diesel oil—from imported petroleum—by the Chinese Petroleum Corporation is to be increased and a new 5,000-drums-a-day cracking plant and 40,000-drums-a-day distillation facility will be built in northern Taiwan.

Petrochemicals. Private investment will be sought to continue the development of this industry and to produce intermediate products.

Plastics. PVC output is to increase and natural gas used to produce artificial resins and adhesives.

Machinery. The manufacture of special-purpose and precision machinery will be facilitated. Shipbuilding capacity, to include the construction of a new 15,000-ton slipway, will be expanded.

Aluminum. Ingot capacity is to be increased to 30,000 tons annually and fabricating facilities expanded.

Glass. The Hsinchu Window Glass Works, Inc., is building a new plant in Miaoli under a Pittsburgh Plate Glass technological assistance agreement which will double their current flat glass capacity. A new firm, Taiwan Glass Co., will build a new flat glass plant in Chunan under an agreement with Asahi Glass Co.

Cement. Production is expected to reach 2.9 million tons annually by 1968.

Synthetic fiber. Continued support and encouragement.

Paper. Large increases are planned with increased production of wood pulp and bagasse.

Electronics and electrical appliances. Planners regard this labor-intensive industry as especially suitable for Taiwan.

Plywood. Almost all plywood production is from Philippines or Borneo luan logs. Plans call for additional manufacture from Taiwan broad-leaf trees.

Strongest competitor

Japan is the Republic of China's principal trading partner, but the United States is a strong second. Excluding $40 million of AID-financed imports, Taiwan purchased $92 million worth of equipment and materials from the United States in 1964, and sold the United States $84 million worth of sugar, mushrooms, textiles, plywood and plastic products. Taiwan purchased $131 million of machinery and supplies from Japan and sold Japan $140 million of sugar, bananas, rice and basic products.

Japan has the competitive advantage of proximity and long knowledge of Taiwan, and thus her businessmen demonstrate an admirable knowledge of the needs of the buyer. Often enough, Japanese prices seem lower than the American. But this is not always so.

Further, a recent survey of local traders shows that there is a continuing high regard for the quality and productivity of U.S. equipment—its dollar-for-dollar value. American exporters should keep in mind that Taiwan is a growth market. Quite logically, Japan's trade with Taiwan should grow, but with more effort by U.S. exporters, so should that of the United States.

U.S. investment

U.S. investors have been attracted to Taiwan by its low-cost and easily-trained labor and by investment incentives which provide for unlimited remittance of profits, liberal repatriation of capital, five-year tax holiday and assistance in selecting a plant location and in getting started.

As of June 1964 there were 35 direct U.S. investments in Taiwan valued at about $50 million, plus 28 licensing agreements. The same number of Japanese investments were valued at about $7 million, but there were 65 Japanese licensing agreements.

Within the past several months there has been a tremendous upsurge in American interest in investment in Taiwan. Some estimates suggest that U.S. investment in Taiwan this year should at least double the cumulative total of all previous years.

A number of prospective investors have expressed interest in an Export Processing Zone to be opened near Kaohsiung harbor later this year. Industries in the Zone will enjoy exemption from import duties, other taxes, and freedom from exchange control regulations for imports of machinery and materials to be used in the manufacture of products for export. All other investment incentives also apply to industries which locate in the Zone.

U.S. investors complain from time to time about red tape and regulations. Taiwan has its share, but in this respect perhaps it is no worse and possibly considerably better than other developing countries. Further, the Chinese Government demonstrates a willingness to do something about these problems and strives continuously to improve the business climate.

Selling techniques

Taiwan is a developing country. It needs productive ideas first, and then the equipment and know-how to implement those ideas. The manufacturer here may not be aware that an additional product could fit logically into his line, or what equipment might be needed to produce such products or to improve his present facility.

Mission to Taiwan returns with more than 550 leads

A U.S. Trade and Investment Mission to Taiwan visited Taipei, Kaohsiung, and Taichung March 20-31.

The group visited 19 plants, set up Business Information Centers at Taipei and Kaohsiung, and presented to Taiwan firms 294 proposals from U.S. companies.

Members conducted almost 400 personal interviews with Taiwan businessmen and brought back 563 proposals for consideration by interested U.S. firms. Of this total, 461 are trade opportunities and 102 are investment leads. Many are presented in this issue of *International Commerce*.

Richard F. Muenzer, Exhibit Planning Officer for the U.S. Trade Center in Bangkok, served as the Mission's Trade Development Officer. Muenzer formerly was an international trade specialist at the Commerce Department's Los Angeles Field Office.

The exporter who attunes his effort to the needs of the buyer, who supplies ideas, layouts, technology, is likely also to sell the equipment. Other foreign suppliers have often outdone U.S. exporters in this regard. This kind of market development requires close and continuing association with prospective customers, and it requires a flexible, resourceful and long-range point of view.

Local representation

For most products local representation is a minimum requirement. A number of competent firms, both Chinese and American, are located in the capital city of Taipei. But full support of such a representative with technical and promotional material and advertising assistance, and most importantly by frequent visit, is essential for successful sales development.

The increasing tendency of U.S. firms to station a permanent company representative in some Far East city who can render this kind of close-up support is a nearly sure guarantee that these firms will share importantly in the business to be gotten in this Far Eastern region over the next decade. On the other hand, those who do all of their business by mail and limit their sales efforts to letters which begin "Tell us your specifications and we shall be glad to quote prices" are not likely to do very well.

Island's industrial development strengthens trade, investment potential for U.S. business

U.S. products highly regarded, but competition is severe from other exporting countries; technical help wanted

By SIDNEY D. JOSEPHS
Tote-a-Tot, Inc., Cleveland, Ohio

Many feel that Taiwan is industrially in a position similar to that of Japan 10 years ago, with a similar growth opportunity.

U.S. firms will have to enter the market soon if they are to share in this growth.

In Taiwan, one has the feeling that everything is possible. Many attractive and profitable trade and investment opportunities exist for U.S. firms in a variety of industries.

Exporters of U.S. machinery can enter the Taiwan market, as the quality of American equipment is highly regarded.

The island generally is a market for less expensive and relatively lower-rated equipment, but some sophisticated kinds will be needed—for example, for oil, tobacco, textile and food production. Japan and the Federal Republic of Germany at present are successfully developing these opportunities.

Competition severe

Even with the general acceptance of U.S. products, competition from other exporting countries is severe. Attempts to base sales effort on high quality and lower operating costs have met with only limited success because of shortage of foreign exchange and capital. Most U.S. exporters, it is felt, do not sufficiently emphasize their product quality, high productivity and long-range advantages.

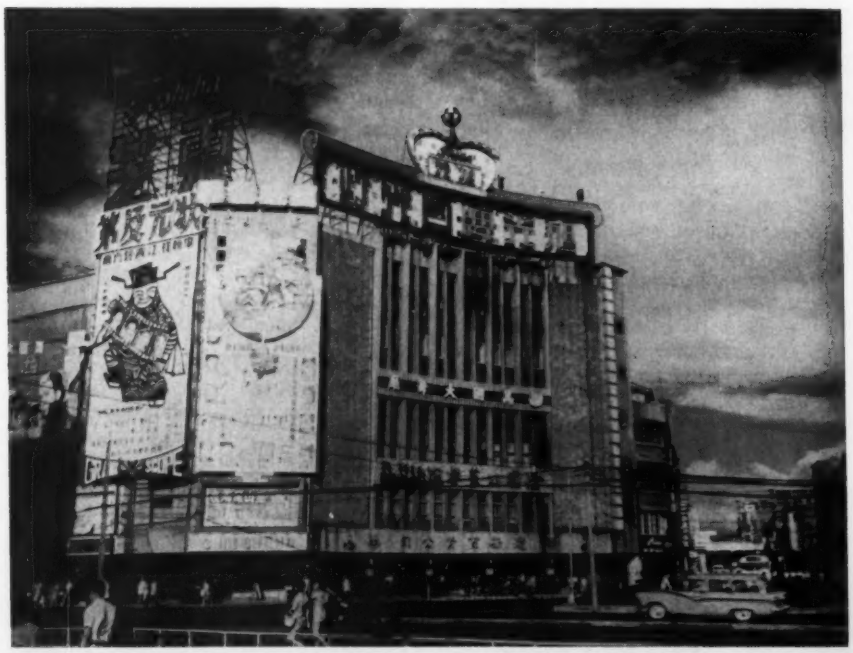
Mission members frequently heard complaints that U.S. firms were uninterested in foreign sales. Many times, Chinese businessmen have not even received a reply to their inquiries. English language manuals and catalogues are difficult to use. On the other hand, Japanese suppliers in particular offered better service and showed a greater desire to sell in this market.

Chinese businessmen commented that U.S. credit terms are severe. Some firms were willing to pay substantial premiums for U.S. products, but were unable to purchase them if letters of credit were demanded.

Four choices

A U.S. firm may choose whether to make direct sales, set up its own subsidiary, license a local manufacturer, or enter into a joint venture. The latter two choices are particularly attractive.

A company can choose a well established manufacturing firm desiring to expand its lines, either with entirely new items or within its own field. Chinese firms, highly imaginative, have no fear of entering into fields completely foreign to their present operations and many times do so with great success. A good number desire only technical assistance and would



STREET ADVERTISING dominates busy intersection in Taipei, where many U.S. firms are represented. A spectacular increase in foreign assets, caused by the export boom, has caused the money supply in Taiwan to grow vigorously. As a result commodity prices are fairly stable, and consumers are buying.

JOSEPHS

"In Taiwan, one has the feeling that everything is possible. Many attractive and profitable trade and investment opportunities exist for U.S. firms, in a variety of industries."

be receptive to licensing arrangements, where U.S. know-how and processes would prove useful.

Small shops—such as for production of parts for bicycles—are springing up all over the island. Gradually, many of these shops are developing into small manufacturing facilities with room for additional growth.

A number of distributors have represented U.S. firms for years. Some of these distributorships date back to the period before the Government moved from the mainland. Their sources of supply are disappearing, as a result of import restrictions aimed at building up the island's economy.

There is a natural desire for these firms to establish manufacturing facilities under license or joint ventures, including the use of trademarks, as acceptance of U.S. brands is well established. These firms, for the most part, are adequately financed and have a good understanding of the island's distribution system. Technical assistance is necessary if they are to succeed, whether in production of industrial or consumer products.

Kaohsiung seaport

The city of Kaohsiung has an economic asset in its excellent seaport. Situated on the south-west tip of the island, it is one of the three seaports connecting Taiwan to the markets of the world.

Kaohsiung has 25 piers, 20 mooring buoys and seven basins covering more than 49 berths for ships of 500 to 30,000 tons.

In 1958, Kaohsiung began a 12-year harbor extension project. Currently on schedule, this project when completed in 1970 will extend the harbor to six times its present size. The port now handles two-thirds of Taiwan's total volume of imports and exports. There is an excellent two-story banana shed equipped with automatic conveying facilities and a large number of cranes, forklifts and tractors.

U.S. companies looking for harbor facilities will find that the reclaimed land, when completed, will provide a commercial harbor, seven industrial zones, four fishery harbors, one repair yard for small and medium ships, and an oil harbor. The present harbor bureau owns 47 warehouses with a storage capacity of 165,000 tons.

Retailing

Most of the retail stores are small and export opportunities for U.S. consumer goods are limited. U.S. export to Taiwan will have to grow with the economy. As there are restrictions on the import of consumer goods, opportunities for U.S. firms would be in the form of local manufacture and joint ventures with local firms.

In Kaohsiung, Tah Shing, the only department store on the island, has been in business for about five years. To build it cost $2.5 million; to stock it, another $1 million. Annual sales volume is estimated at $500,000, and with space recently added, next year's volume is planned at $1 million. This store has whetted the appetite of the Chinese for consumer products. Demand is growing and will accelerate as purchasing power increases.

There is one commercial television station in Taipei and microwave facilities will extend this service down-island. People stand in front of store windows where there is a set to watch—reminiscent of the early days of our own television stations. Some TV sets are sold in Kaohsiung, although there is presently no station.

The use of credit and charge accounts is almost unknown. Any retail establishment offering these inducements would find ready acceptance.

Chemicals

The petrochemical industry, for which there are adequate raw materials, offers great promise. The island has estimated natural gas reserves of 43 billion cubic meters, with 18 billion proven. Considerable quantities of naphtha are produced at the modern petroleum refinery. These resources have led and can lead to development of the manufacture of synthetic fibers, plastics and other products.

Methanol, formaldehyde, acetylene and other derivatives may be manufactured from natural gas. Olefins, or unsaturated hydrocarbons such as ethylene, propylene, and butadeine can be produced through cracking of naphtha, to manufacture polyethylene, polypropylene, and synthetic rubber. Through catalytic reforming of naphtha, basic aromatics such as benzene, toluene and xylenes may be extracted for production of polystyrene and phthalic anhydride.

With daily gas production capacity reaching four million cubic meters, substantial capital investment is desired to develop the petrochemical industry.

As no cotton or wool are locally produced, self-sufficiency in textiles and clothing demands the use of synthetic fibers. Use of pesticides is increasing and interest was shown in having improved products. Reagent chemicals for testing also were requested.

The island produces its entire needs of basic chemicals such as caustic soda, chlorine, sulfuric acid, and soda ash.

Iron and steel

The iron and steel industry consists of about 50 small plants. Many of them export a large part of their output. The majority of the mills are inadequately equipped and lacking in first class managerial skills. Their production is limited mainly to such products as steel bars, small angle iron, light rails, steel wire and nails.

Cost of steel ingot is relatively high. The need for iron and steel products is increasing as industrial development accelerates. Some businessmen and Government officials believe that a level has been reached which would warrant establishment of an integrated steel mill.

the author

Sidney D. Josephs is president of Repair Services, Inc., and of Tote-a-Tot, Inc., and director of various corporations including General Life Insurance Co. of Ohio and General Corporation of Ohio, all of Cleveland. Tote-a-Tot, Inc., manufactures portable baby cribs. Repair Services, Inc., operates repair departments under lease in major departments stores in 19 U.S. cities.

Josephs is a graduate of the Wharton School of Finance of the University of Pennsylvania.

The textile industry is well developed. Some plastic powders, as well as machinery, to make coated fabrics are in demand. U.S. know-how would help this industry considerably.

A visit to a leading rayon weaver indicated an export opportunity for U.S. textile machinery manufacturers. Restrictions on imports of consumer goods have necessitated importation of equipment to operate factories producing these goods. Most of the present equipment is Japanese and West German. Textile manufacturers like U.S. equipment, however, and would be interested in acquiring it if it is competitive in price, delivery and terms.

The high production mill visited produces all its goods from nylon and stretch nylon made on the island. The merchandise is sold domestically and is also exported to Malaysia, Hong Kong, Thailand, South Vietnam, and Pakistan. All labeling and packaging is in English, the second language for all these countries.

TV FACTORY is typical of emphasis placed on manufacture of consumer products in Taiwan.

Pharmaceuticals

U.S. pharmaceuticals are much desired. A deterrent is price competition. Joint ventures in this field were the subject of several interviews. There was also an interest in specialty items, such as tranquilizers and drugs for hypertension, antiseptics, and analgesics. Many are imported from Scandinavia but not in adequate quantity.

One company was seeking a source for inner cowhides to make gelatine capsules. Capsulating machines were on hand but not in large number. Particular interest was evidenced in our new measles vaccine, and in vaccines for common colds, typhoid and cholera.

Taiwan is importing about $10 million worth of these products annually, an increasing percentage in the form of raw materials. There are a number of drug formulation and repackaging works. With the current public health drive, the need for additional supplies and processing plants is substantial.

Electrical products

The mission found interest in electric panel meters, lamps for fishing boats and sealed beam lamps. Chinese companies would like to import the parts and machinery to make these items, manufacture there and then reexport. There are no import restrictions on parts for assembly and export.

The market for appliances is good through Southeast Asia. This industry holds promise for U.S. joint ventures set up to market motors, transformers, batteries, electric fans, watt-hour meters, automatic cookers, fluorescent lamps, wires and cables. In addition, telephone receivers, switchboards, transistor and vacuum tube radios, refrigerators and air-conditioners, as well as washing machines are in demand.

Paper and printing

Taiwan has an excess capacity for papermaking and is exporting newsprint and printing paper. Wood and kraft pulp are still imported as are such high-quality papers as coated, business machine papers, and tablet, condenser, currency, abrasive base stock and tissue paper.

A number of printers desire cooperative ventures with their U.S. counterparts. One of the largest on the island has introduced color printing of top quality—principally with U.S. equipment—and has thereby raised the general standards for all that part of the world. There are additional possibilities for similar equipment.

Ceramics

With raw materials available, industries producing bricks, tiles cement and glass have shown remarkable growth. Window glass, first produced in 1955, now exceeds half a million cases a year. Progress has been made in production of various types of specialized glassware, such as containers for food, etc.

A large amount of chinaware is produced, much of inferior quality and design. One owner of a new china factory, recently completed, wishes to have a U.S. partner who could provide design and marketing skills and technical know-how to improve his products.

The plastics industry is well established, but there is little injection molding equipment. U.S. equipment being used has proved superior to that imported from other countries.

One of the fastest growing industries is the manufacture of polyvinyl plastics. Pipes, filaments, sheets and footwear have reached sufficient production for considerable export.

Tire production has advanced steadily. Over 130,000 automobile tires and tubes and well over a million tires for bicycles and other vehicles is the current annual production. Additional tire capacity in joint ventures, with well established, well financed local companies, is an attractive possibility.

Construction materials

The construction industry is moving ahead rapidly. One of the leading cement firms, well capitalized, desires a U.S. partner who would help develop new uses and products. The quality of its production is of the highest. This company is now doubling its capacity.

Handicrafts

Cottage type handicraft shops are appearing all over the island. A semi-Government agency, the Taiwan Handicraft Promotion Center, assists local handicraft makers with designs and marketing. Begun with AID funds some years ago, the Center is now entirely self-supporting. It maintains a showroom in Taipei displaying the island's representative handicraft products. Many are unusual and made with great skill.

Taiwan wants investors

ROC Government encourages participation of U.S. businessmen in economic expansion

By LEON FINLEY
Finley & Gore Esqs., New York City

The Republic of China in this year of 1965 is continuing its economic expansion. The country in 1964 completed its third "four-year plan" for industrial and technological development, and has already started a fourth beginning this year.

There is an expressed policy of the Government of the Republic of China to encourage the use of foreign know-how and to diversify Chinese industry. Participation of U.S. businessmen in Chinese economic development and expansion is encouraged and opportunities will exist for them in the years ahead whether the interest be in importing, exporting, reexporting, or manufacturing under joint venture or as full owners.

The Government in fact is giving strong emphasis to increasing trade with America and to the encouragement of U.S. investment in the economy of Taiwan. Step by step the Chinese are moving toward fuller industrialization, giving due attention to improving agriculture as well.

Favorable factors

What are the factors favoring further progress?

- The hard work, zealousness and seriousness of the Chinese people.
- Their high level of education, intelligence and capability. About 60% of the population are under 21 years of age; 70% have received or are receiving a basic public school education; and the official literacy rate for the population as a whole is above 95%.
- The low cost of labor.
- The continued and growing availability of foreign exchange.
- A favorable climate in which to do business for both Chinese and foreign business people and investors.

The United States is phasing out its AID program in June of this year. This will produce little immediate effect on the economy, however, for the Republic of China has reached an economic level at which it can undoubtedly continue to maintain its growth rate.

In 1963 it had a favorable balance of payments and an increase in foreign exchange reserves for the first time since the Nationalist Government moved its capital to Taiwan in 1949. The balance of payments was again favorable in 1964, and resulted in a further rise in foreign exchange holdings.

Role of agriculture

Agriculture still plays an important role in the island's economy. Efforts are being made to intensify cultivation. Taiwan's total area is about 14,000 square miles. Its arable land, however, is equal only to one fourth its area. It is difficult to find a patch of usable land which is not producing something. Sugar and bananas continue to be the island's largest export items.

Taiwan's industrial growth is encouraging. Even though lacking in many raw materials, it produces and exports many industrial products—aluminum, polyethylene, polyvinylchloride, machinery and equipment, television sets, transistor radios, and others. The discovery of natural gas has widened industrial horizons.

Taiwan's ability to function as an assembly and processing center for export industries is continuing to grow as a result of the high literacy rate and its wage costs, which are relatively lower than those of either Hong Kong or Japan. There is, for example, an opportunity for firms in electronics, watch and clock, and light machinery manufacture to make and/or assemble products for transshipment and reexport to other Far East countries.

FINLEY

"Participation of U.S. businessmen in Chinese economic development and expansion is encouraged and opportunities will exist for them in the years ahead whether the interest be in importing, exporting, reexporting, or manufacturing under joint venture or as full owners."

Free zone by fall

Opportunities will loom even larger when the new international duty-free zone is completed in the bustling southern city of Kaohsiung sometime in the early fall. Kaohsiung, with a population of about 500,000 at present, will become an industrial focal point of the nation with one of its principal harbors and with a large area, including good port facilities, set aside for use by firms which wish to process imported raw materials for reexport.

The Mission learned that many U.S. firms have made investments in Taiwan. Today, about 50 equity or loan arrangements between American and Chinese counterparts represent investments totaling approximately $50 million. Gulf Oil Corp. has invested $7.7 million for establishment of a lubricating oil plant which opened May 7. The Chinese in turn invested about $5 million in this venture.

Socony Mobil Oil Co. and Allied Chemical Corp. have jointly invested about $16 million to establish a urea plant utilizing natural gas for its raw material. Westinghouse Electric International has several licensing agreements in Taiwan.

Other U.S. investors include General Instrument Corp., Pfizer Pharmaceutical Corp., Morgan Guaranty Finance Corp., Louis Marx and Co., and Procter and

the author

Leon Finley is senior partner of Finley & Gore, attorneys-at-law, New York City, a director of United Investors Corp., Interstate Grain Corp., and White Stag Manufacturing Co. Clients and firms he serves as Director are predominantly in international trade and housing. Negotiations have taken him on more than forty trips abroad.

Gamble. Both the First National City Bank and the Bank of America have branches there.

Foreign trade

The foreign trade of Taiwan is controlled by the Government to make certain that available foreign exchange is used primarily for purchase of commodities essential for further economic progress. The administration of foreign trade is supervised by the Foreign Exchange and Trade Commission, which requires exporters to surrender all their foreign exchange revenues for local currency. However, they can obtain foreign exchange from the Government to import machinery, equipment and raw materials.

Goods which can be generally defined as "unessential" or "luxury" may be imported only with the special approval of the Foreign Exchange and Trade Commission.

Companies should investigate the opportunities afforded them by the China Trade Act, enacted in 1922, which offers certain tax advantages to U.S. firms doing business with the Republic of China. Under the 1954 Revenue Act the tax advantages of this law are now limited to Hong Kong and Taiwan.

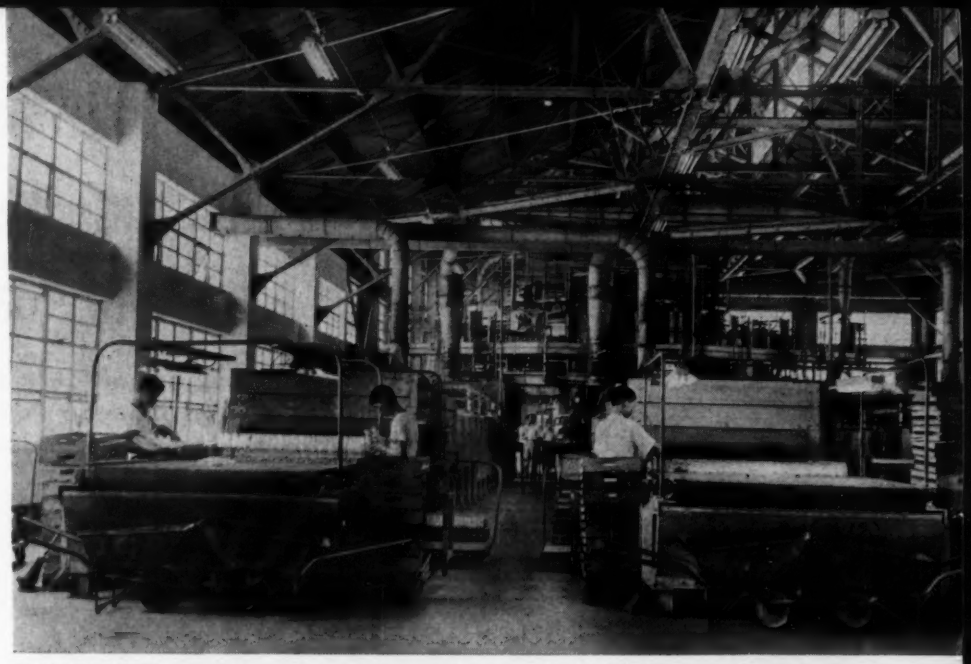
This Act makes it possible for U.S. firms which qualify to do business in China on a basis as favorable as their foreign competitors. The issuance of charters (certificates of incorporation) and administration of the Act are supervised by the Department of Commerce.

Doing business

Business may be conducted in the Republic of China in the various forms generally familiar to Americans. They include, among others, sole proprietorships and partnerships. There is no legal form similar to an American limited partnership. Partnerships, sole proprietorships, and individual joint ventures involve unlimited individual, and/or joint and several liability on the part of the individuals. Their use is not recommended to Americans.

Chinese company (corporate) law provides for five types of corporations. The only one recommended for use by Americans is what is known as a "company limited by shares"—comparable to the U.S. corporation concept—in which the liability of the shareholders is limited only to the payment in full for the shares subscribed. The shares are fully transferable.

The "company limited by shares" is the only form which a foreign investor in Taiwan may use in establishing an enterprise approved by the Chinese Government under the Statute for Investment by Foreign Nationals in order to be eligible for the various privileges afforded by the Statute.



GLASS INDUSTRY is developing on the island. Pictured here are bottle makers at Young Bros. factory.

Investment laws

The Statute for Investment by Foreign Nationals, put into effect on July 15, 1954, was revised in 1959. In addition, the Statute for Encouragement of Investment was promulgated in 1960 and amended last January to give further encouragement and incentive to investors. All foreign investments in the Republic of China are governed by these Statutes. Under the investment laws, a foreign investor is entitled to many privileges, the principal ones being:

To have a wholly foreign-owned subsidiary organized under local law; to be exempt from the general limitations in Chinese corporate laws concerning requirements for domicile and nationality of stockholders, directors, managing directors, and others; to repatriate invested capital in the original currency in which invested at the rate of 15% per annum beginning the third year after commencement of business; to remit all profits earned.

To pay a personal income tax of only 10% of dividends (profits) remitted abroad as compared with a tax of up to 52% paid by resident shareholders of locally owned firms; to make installment payments of customs duties on machinery imported for installation in a plant in China; to secure exemption of customs duties in certain special instances on imported machinery and equipment.

To remit royalty payments for technical know-how provided by the foreign investor; to have statutory guarantee against expropriation for a period of 20 years so long as the foreign investor continues to own not less than 51% of the capital stock of the local corporation; to be exempt from business income taxes for five years for many categories of industries deemed industrially important by the Chinese authorities; to be subject, after five years of operations, to a business income tax limited to 18% of net profits.

Can be included

If any particular enterprise or industry is not currently included in the five year tax-exempt categories published by the Chinese authorities, special application can be made for such inclusion and an exception may be granted if the application is deemed to be well-founded and in the economic interest of the Republic of China. Provision is made, however, in the Statute for Investment by Foreign Nationals that the exception (exemption) will be granted only when it conforms to any one of the following:

Investment in such enterprise is needed to meet internal needs; investment is an enterprise which has an export market; investment is conducive to further development or improvement of industry, mining, transportation, or communications; enterprise is deemed by the Chinese authorities as conducive to the further economic and social development of the Republic of China.

Any foreign investor who desires to make an investment, or establish a business or industry, in the Republic of China, which does not come within the provisions of the investment statutes may do so

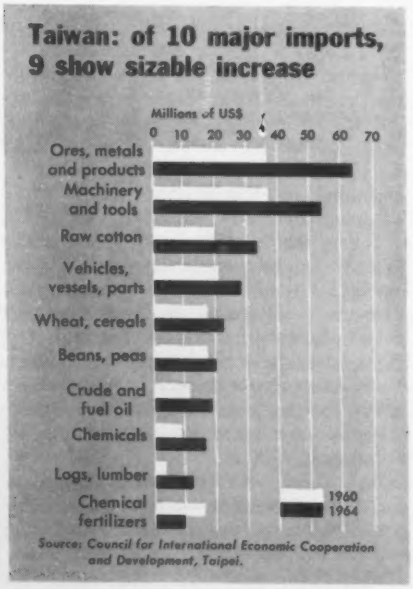
without applying to the Chinese Government. If, however, a foreign investor desires to invest under the provisions of the investment statutes and to enjoy all the rights and privileges thereunder, he must apply to the Ministry of Economic Affairs for approval.

Such application must be submitted in the Chinese language and is subject to the review of a committee headed by the Ministry of Economic Affairs and made up of representatives of the Ministries of Foreign Affairs, Finance, and Communications; Foreign Exchange and Trade Commission; Council for International Economic Cooperation and Development; Taiwan Provincial Government, and Overseas Chinese Affairs Commission.

The Government is required as a matter of law to render a decision on the application within four months after the application is filed. After the application has been approved, business activities must commence within six months, but this period may be extended for valid reasons.

The tempo of economic improvement in recent years on the island is due in large measure to the increasing role of private enterprise. The Government's policy is geared toward growth while maintaining a stable price level. Plans for the future of the economy lean heavily on continued cooperation with the U.S.

The performance of the Chinese people as a whole points to continued growth. The Chinese have available to them highly skilled specialists in various fields of endeavor. Various governmental agencies similar to those in the United States are available to the Chinese business community for assistance and technical advice.



Taiwan climate calls for cooling equipment; market possibilities also for small-scale machinery

Air-conditioning or refrigeration for buildings, autos, homes offer sales potential; also metalworking tools, hoists, winches, handtools, woodworking machines

By DALE SCHUBERT
International Design Corp., Tacoma, Wash.

U.S. machinery manufacturers should find markets in Taiwan in several specialized lines, from the standpoint of trade as well as joint venture.

The most obvious opportunities appear to be in air-conditioning equipment for buildings and automobiles, and refrigerators of all types. Other fields that show promise are metalworking tools for small machine shops, small hoists, winches, small powered hand tools, and some woodworking machinery.

Taiwan businessmen indicated to the Mission many times that they favor U.S. affiliations. It is well known that Japan is doing more business in Taiwan, partly a result of their long-time relationship and their geographical proximity. In general, the Chinese businessman feels that U.S. machinery is of higher quality and will be less costly over a long period. However, he almost invariably has insufficient capital to launch his business venture.

Thus, he has a tendency to resort to cheaper equipment in beginning his business. After he has become an established manufacturer, he is usually convinced of the advantages of good quality U.S. equipment and is more receptive to American built machinery.

SCHUBERT

"U.S. machinery manufacturers should find markets in Taiwan in several specialized lines. . . . The most obvious opportunities appear to be in air-conditioning equipment for buildings and automobiles, and refrigerators of all types."

Air-conditioning, refrigeration

Although most Taiwan industries must export a large proportion of their products, this is not true for existing manufacturers of air-conditioning equipment. As the climate is warm and high in humidity the year round, local demand has exceeded the supply—especially since the recent increase in construction of hotels and office buildings.

Some of the older buildings are modernizing with air conditioning and some homes are using some type of cooling equipment. Few automobiles are now equipped with air conditioning, but it is being considered as a good area for expansion.

The need for refrigeration in Taiwan is tremendous and the requirements so far have not been met in the low-cost market. Units must be very low in cost, but they may be plain and without chrome and other decorations that do not add to their operation. An intensive market study to determine size, price, and other details of a unit best suited to Taiwan undoubtedly would be advisable.

Expansion, modernization

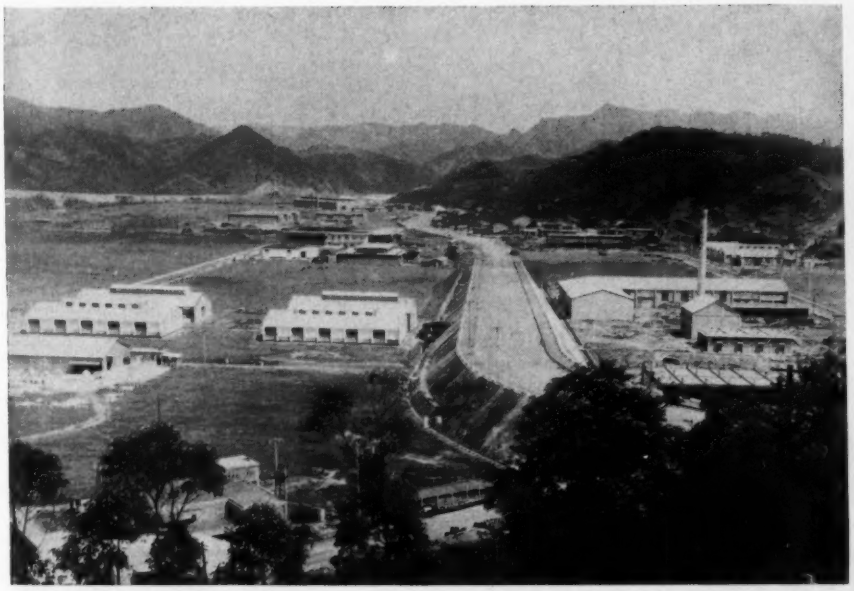
The Mission visited a number of plants which were quite up to date, but others were in need of modernization. Some have expansion programs that include a

substantial increase of production facilities. Others are seeking outside capital and technical know-how. Much of the original equipment is of Japanese and German manufacture.

Steel rolling mills are trying to expand and modernize. They sell some locally and also are exporting to Malaysia, Thailand, and other Asian countries. Every indication is that their local markets will gradually increase as the buying power and the economy of Taiwan picks up momentum.

These steel mills are dependent almost entirely for their raw material on scrap metal exported from the United States, at fairly high cost after freight, loading costs, and taxes are added. One firm had been buying iron ore from Singapore and was expecting somewhat lower costs.

As in most countries, steel production is the backbone of manufacturing industry, and it is certain to be on the increase.



LIU TU DISTRICT is up-and-coming industry hub near Keelung, typifying China's modernization drive.

Metalworking

The metal products industry has made substantial gains in the last few years as reflected in increased production of small machines and appliances such as sewing machines, bicycles, electric fans and other household electrical equipment. There is room for still faster development, and emphasis has been placed on improving managerial skills and on more research and market study.

A step in this direction was establishment of a Metals Industries Development Center with the financial assistance of the United Nations Special Fund. This center is to help manufacturers in employee training, improving cost control, and in developing new products.

An example of an item that shows promise is the common small hoist or winch. This is not a complicated machine, and many of its parts could be made in Taiwan. Winches have a number of applications and some standardization of parts is feasible. This product also could be exported through distributors in Taiwan. Many exporters in the United States now utilize local distributors and find them satisfactory.

The marketing of prefabricated steel buildings appears to be quite promising—with a variety of steel structural shapes available locally, low labor costs, and a well developed transportation system.

Forest products

Taiwan has considerable forest reserves, some of which are suitable for development of a forest industry. A great deal of timber is shipped in from the Philippines for plywood and lumber. The Taiwan Provincial Government has a project underway to demonstrate the principle of "perpetual forest and perpetual industry," to lay out a sound forest practice and to establish forest products industries on the island.

According to the Taiwan Forestry Bureau, forests occupy over half the total land area of the island. The timbered area is mountainous. Ranges extend from north to south. The high altitudes receive a great deal of rainfall and thus, along with their high humidity, support a rich growth. Forest land totals 55% of Taiwan. Areas of the major forest types, in 1,000 hectares, are as follows: Conifers, 373; hardwood conifers, 55.3; hardwoods, 1,427.3; and bamboo, 113.9.

Only about half of the timber is classed as accessible and available on commercial forest land. Seventy-two percent of the forest land is in national ownership.

Taiwan's forest resources constitute an important part of its economy. Wood is used for pulp, paper, fuel, handicrafts, furniture, lumber, plywood, and recomposited board. There are several hundred saw mills, most of them small.

The forest product industry to a large extent has been geared to selling its products in the United States and Central Asia. Plywood, for instance, is exported in large quantities to the United States. The industry has been able to compete in the United States by shipping thin panels with exotic wood faces. The thin panels not only pay a lower freight rate per thousand square feet, but require the most labor per ton of product.

Particle-board producers also are dependent mainly on U.S. markets. A particle-board plant visited in southern Taiwan uses bagasse as its raw material.

Although the producers in Taiwan have some advantages, they are competing with automated and highly developed plants in the United States, with low raw material cost in most instances. The resin cost (which is usually about one-third the total cost) is about 35% lower in the United States. However, with Taiwan's large population and the need for better housing, this industry is certain to find growing local markets as the economy strengthens.

Electric power

The electric power supply is always of interest in a country with a growing economy. From estimates of demand anticipated by 1972, expansion programs are now envisaging installed power capacity at 2.5 million kilowatts. Also in the

the author

President of his company in Tacoma, Wash., Dale L. Schubert also is vice president and general manager of a flakeboard plant in Manitoba and a director of Assam Hardboards, Ltd. of Calcutta. He has been chief engineer in charge of machinery development of Plywood Research Foundation of the Douglas Fir Plywood Association.

Schubert has a mechanical engineering degree from the University of Idaho.

TAIWAN BUSINESSMAN talks with Mission member Schubert during course of one of 400 interviews held.

BUSINESS PROPOSALS from U.S. firms are discussed by Mission members Noble (above) and Parks (below).

next several years additional projects will be started for steam and hydropower plants.

The feasibility of constructing an atomic powerplant is under consideration for Taiwan. As a result of accelerated technical improvements, cost of atomic energy has become comparable to that of the conventional powerplants. The safety and dependability of generating power also has been proven.

As the electric power industry is Government operated, the only opportunity here is for export of heavy powerplant equipment to Taiwan. This would undoubtedly include not only the plant but the engineering, construction and start up of the entire facilities.

Getting into the market

That Taiwan businessmen are becoming more conscious of quality, technical advances, and trouble free machinery with less down time, and emphasize price less—especially where the dollar differential is not too great—should help put U.S. businessmen in a more favorable position in the highly competitive machinery field. This is not to say that the above sales approach is sure and easy, but the Taiwan businessman is open-minded and ready to do business with the American when it can be shown that quality machinery is the most economical.

U.S. firms exploring the possibility of joining with a partner in Taiwan should investigate his background extensively and be sure of his capabilities and of his genuine desire to expand. Preferably the prospective partner should be strong in the particular area of endeavor and should have good connections.

Profitable opportunities exist but the same rules apply in overseas ventures as in America—mainly, that careful planning, checking of raw materials, and markets are very important.

Just because it is a foreign investment does not assure that it is going to be automatically profitable. On the other hand, some foreign investments have resulted in much faster growth than generally is experienced in the United States.

Watch

the Weekly Calendar on the inside back cover for meeting dates of Mission members in your area.

Taiwan farms mechanize

Free China's farmers need machines to get higher yields from scarce croplands; pork and poultry production, irrigation works also provide openings for U.S.

By JAMES E. PARKS
Elmer R. Kissack Co., Scotts Bluff, Neb.

Agricultural Taiwan is advancing into industrial development. Industrial advances will have marked effects on agricultural practices during the next 10 years, providing openings for U.S. firms to form joint ventures with Chinese partners.

Rice and sugar have long been the main crops of Taiwan and constitute the greatest percentage of agricultural income, as well as Taiwan's main exports. However, diversification of agricultural production is underway, with emphasis on pineapple and bananas. In less than 10 years banana exports increased from less than $1 million to more than $30 million in 1964, and may exceed $50 million in 1965.

The Chinese farmer is a master in the intensive use of land. The warm climate permits year-round cultivation in most of the agricultural areas. The Chinese are large vegetable consumers, and every available patch of dirt is devoted to growing a few heads of cabbage or other small vegetables.

Prior to 1951 much of the land was held by large landlords and many farmers were tenants. One of the most significant programs undertaken by the Government was to make Taiwan strong in agriculture. A land reform program was started in 1951, in conjunction with the Joint Commission on Rural Reconstruction (JCRR), and outstanding results have been achieved.

Today over 65% of all farmers own their farms outright, and at least another 20% own most of their farm or are in the process of buying it. However, Taiwan farms are small by U.S. standards, with most farms running between 1 and 3 hectares (3-6 acres).

Diet characteristics

The first objective of the land reform program was to attain self-sufficiency in food supply as well as better nutrition for a rapidly growing population. This has been largely achieved; today nearly every farmer produces all the food his family needs, plus some production for a cash income.

However, Taiwan is short on some basic food items such as wheat and soybeans, which are imported in large quantities.

In 1964 the average daily consumption of food per person was estimated at 2,500 calories. Since Taiwan is a large rice consuming country the diet is low in protein, but consumption of protein-rich foods is moving upward as incomes increase.

Protein sources

Pork is the country's leading source of protein. The hogs' basic food is sweet potatoes, and more than 90% of all sweet pototoes grown in Taiwan are used as hog feed.

A modernization of the entire pork production process could prove profitable to American businessmen.

All imports of corn and other grains not grown in Taiwan are controlled by the Central Government. Large imports of corn have been brought in from the U.S. under Public Law 480. As the population grows and the production from every acre must be carefully considered, more imported grains will be fed to hogs to release more acres of land now used to grow sweet potatoes to the production of other foods.

PARKS

"Three major improvements are needed to bring about a better developed poultry industry: 1—More professionally trained poultry veterinarians; 2—better slaughtering, storage, and refrigeration facilities; and 3—better marketing and distribution."

There are many opportunities for joint ventures with U.S. firms in the establishment of integrated pork production enterprises able to produce, slaughter, and market pork products to a rapidly growing population. High quality pork production, especially in western style meats, is growing in importance. This is influenced by the growing tourist trade, whose tastes include ham, bacon and other western style pork products.

By U.S. standards there is no established meat distribution system. Most animals are slaughtered at government-operated abattoirs. Their professional butchers lack the quality control and uniformity known to the U.S.

Two obstacles hinder the establishment of a modern meat slaughtering and distribution system. The professional butcher will not give up his position easily, and more important, certain taxes on live animals conflict with an easy movement to central points for packing purposes. Recognizing the need for a better meat supply system, the Government is working on this taxation problem.

Many traditional Chinese dishes are made with fowl—especially ducks and chickens. Due to the extremely limited land resources, poultry farming is Taiwan's best means of efficiently producing protein foods. Large poultry farms can be developed using the confined cage and pen-type housing, even in multi-storied units if necessary to conserve land space.

Several very fine poultry farms are in operation in Taiwan. However, three major improvements are needed to bring about a better developed poultry industry: (1) more professionally trained poultry veterinarians; (2) better slaughtering, storage, and refrigeration facilities; and (3) better marketing and distribution.

Irrigation

The Chinese have long used irrigation. The system employed in Taiwan is quite good, but it will have to be constantly improved.

Taiwan is a large producer of cement, and seems to have adequate reserves of

AERIAL VIEW of Taipei, one of Taiwan's urban areas which is drawing farm workers off the land.

raw material for increased production. Much progress has been made in cement-lined main irrigation canals and other segments of the irrigation system.

U.S. firms with experience in the production and installation of concrete underground irrigation piping for the conservation of irrigation waters, may find interesting opportunities to introduce such products in Taiwan, and manufacture them locally.

The Government, recognizing the need for increased production of quality foods, established a basic fertilizer industry several years ago. Today commercial fertilizers are well accepted and in widespread use. Except on the large operations producing sugar cane and pineapple, most fertilizer is applied by hand, usually by sprinkling it on the crops from a basket carried over the shoulder. Increased knowledge of better farming methods should create a market for small-sized fertilizer spreaders in the next few years.

Agricultural college

Soon after the land reform program began, an agricultural college was established at Ping Tung. There are approximately 980 students enrolled in either its 3-year or 5-year course.

The college has many competent instructors and offers courses in all phases of agriculture, including modern farming, animal husbandry, forestry, agricultural fertilization, machinery repair and maintenance, and farm management.

More than 80 students are girls, and the student body also includes many overseas Chinese from Southeast Asia.

Industrialization is proceeding rapidly in Taiwan, and is draining farm workers off the land. This will require expanded farm mechanization. Such a prospect is recognized by the agricultural college, and its students are being prepared for the mechanization to come.

With more than 800,000 families in Taiwan situated on small farms, much farming is still done almost entirely by hand. The main beast of burden is the water buffalo, but there is only one for every tenth farmer.

The Government is expected to implement a land reassignment program. The process may force some farmers to give up farming and seek industrial jobs, but the program is expected to result in better arranged farms more suitable to mechanization.

Certain types of farm machinery are already finding markets among Taiwan's farmers. Power tillers, better known in the U.S. as roto-tillers, are the leading power farm machine. In 1960 the farm ownership of these units was 3,239, and in 1964 it was 10,800. Another outstanding example is power sprayers of the knapsack type, carried on the operators back. In 1960 there were 264 in use, and in 1964 more than 1,600.

Two agricultural machinery companies in Taiwan, with technical cooperation with Japanese firms, are manufacturing most of these machines.

The increase in farm sizes and the reduction of farm workers should increase the demand for more, better and larger farm implements, especially tractors, within a few years. Increased demands for larger and more sophisticated types of farm machines will open up opportunities for U.S. firms, especially in licensing agreements or joint ventures.

the author

James E. Parks is general sales manager of Elmer R. Kissack Co., and for 13 years, until recently, was sales manager of Lockwood Graders Corp., manufacturers of agricultural machinery.

AT PING TUNG Agricultural College, which has almost 1,000 students, group watches demonstration.

MUSHROOM CANNING is increasing in Taiwan. As picking comes when pineapple factories are not operating, idle canneries can convert to mushrooms.

Good chance to sell machinery for food canning and freezing in Taiwan's growing economy

Foodstuffs important source of export earnings in Taiwan; production, processing and shipments abroad on increase

By ARTHUR H. NOBLE

Ray Brothers & Noble Canning Co., Inc., Hobbs, Ind.

Opportunities for U.S. business in the food canning industry in Taiwan are to be found in selling machinery to existing plants to improve their efficiency; in joint ventures with existing plants to help finance expansion, provide technical assistance, and aid in marketing; and in importation of food items from Taiwan.

Opportunities in food freezing are: Selling machinery; establishing joint ventures to build or expand plants, install machinery, or build warehouses to aid in marketing; and importation of frozen items.

In meat, dairying, and poultry, the selling of machinery, feedstuffs, medicine, and improved breeding stock, and in the sugar industry the sale of machinery and some importation of sugar offer the best opportunities.

Buyers needed

Markets, markets, markets. This is the crying need of the food processing industry of Taiwan. The domestic market has a great potential, but must necessarily develop slowly until the rising economic level makes it possible for the people to buy more and more processed foods. Therefore, for the present, foreign markets are the most readily attainable goal.

In 1949 the Government of the Republic of China moved to Taiwan with about 2 million mainland evacuees. War damage repair was far from complete and both agricultural and industrial production was at a low ebb. The sudden increase in consumption, the general disruption and resulting trade dislocation led to a commodity shortage and monetary inflation.

The Government realized that to develop industry necessary to a healthy economy there would have to be export earnings to bring in the needed dollars. As agriculture provided the main source of income for over one-half of the population it also constituted the main source of national income.

Surplus food capacity

Although Taiwan has one of the heaviest population densities in the world there still is a surplus food capacity, so one of the important sources of export earnings is foodstuffs.

The policy of the Government has been to direct development of the canned

NOBLE

"Opportunities for U.S. business in the food canning industry in Taiwan are to be found in selling machinery to existing plants to improve their efficiency; in joint ventures with existing plants to help finance expansion, provide technical assistance, and aid in marketing."

food industry in an orderly manner. Rice and bananas can be shipped with little processing. Most other foods require processing for shipment to distant markets.

It is expected that canning can fill two distinct needs: Put food in condition to be shipped and thus bring in much needed revenue, and provide jobs for thousands of the rural population.

The average farm family in Taiwan farms 2.3 acres, or 1.1 acres per farm worker. With this small amount farm workers are seriously underemployed. Many canning crops take much labor, and processing takes large numbers of unskilled and semi-skilled laborers.

Provides foreign exchange

A cannery gives the farmer more income and provides work in the plant for other members of his family.

As the value of processed food includes additional labor and packaging costs, its export provides more foreign exchange—exchange which can be used to develop other industries.

Because of Taiwan's subtropical climate and available labor, two and even three crops a year are grown on much of the tillable land. The total acreage of crops grown amounts to an estimated 184% of the available acreage, as a result of double-cropping. Irrigation, improvement of varieties and agricultural practices, and increased use of chemical fertilizer have substantially increased the yield of some crops in recent years.

the author

Arthur H. Noble is president of Ray Brothers and Noble Canning Co. of Hobbs, Ind.

During his more than thirty years of experience with his company, he has gained a broad knowledge of food processing, including freezing, packaging and production-line handling equipment. Noble is a Director of the National Canners Association.

Noble has a B.S. degree from De Pauw University.

Principal crops—in order of acreage—are rice, sweet potatoes, sugar, peanuts, soy beans, tea, citronella, wheat, bananas, citrus, and pineapple. About 50,000 cattle, 2,545,000 hogs, and 13,500,000 head of poultry are butchered each year.

There are at present 157 food canneries, and five can manufacturing plants. Total canned food production is over 5 million cases and is still increasing.

Exports have risen from 927,000 cases with a value of $4,774,000 in 1957 to 4,241,000 cases with a value of $30,861,340 in 1963, canned pineapple accounting for more than half. Taiwan now exports more canned pineapple than any other country in the world.

In recent years canned mushroom production has risen rapidly. It now ranks second to pineapple in canned food export volume.

Canneries in Taiwan are required to be adequately equipped and kept in good sanitary condition. Good quality-control measures are insisted upon. Minimum requirements have been set, and standards for every food have been established. Only products from qualified factories and lots that pass Government inspection are allowed to be exported.

Pineapples, the principal fruit crop of Taiwan, are grown on slopes and high rolling ground. The dollar per acre return is the highest of any crop. Acreage has doubled in the past 10 years, and yield per acre has quadrupled. Yet the present acreage is inadequate for the export demand.

More than 25 canneries specialize in pineapple. Most of the factories use modern equipment. One cannery I saw had over 700 employees and a daily production of 10,000 cases of pineapple and 2,000 of juice.

The coring of pineapple is by machine, but the machines are hand fed. The peeled and cored pineapples usually move by conevyors (homemade) down the trimming lines to the slicing machines and on to the fillers. The cans are carried by hand trays to the closing machines where they are fed by hand. Modern juice fillers top out the cans which proceed automatically to the closing machines, cookers and coolers. They are stacked bright in wooden trays until ready to label. The labeling operation seems to be using the most labor.

The normal capacity of these 25 plants is twice as much as the quantity of fresh pineapple produced on the island. Proj-

Market profile—Taiwan

Area: 14,000 square miles (slightly larger than Maryland).
Population: 12 million.
Currency: New Taiwan dollar (NT$40 = US$1).
Real GNP: $2.1 billion (10% above 1963).
Industrial production: 1953, 100; 1964, 341.
Economy: Growing industrially, though agriculture still important. Many new processing or assembly industries are developing using both local and imported raw materials and parts.
Trade policy: Both imports and exports require licenses. Raw materials, capital goods readily importable. Consumer goods strictly controlled. Recent trade surpluses have led to relaxation of import controls.
Imports: 1964 (in millions of US$) $410; 1963, $337. Principal suppliers: U.S. (36%) and Japan (34%). Principal imports: Raw cotton, machinery and equipment, petroleum and chemical products, electronics, metals and metal manufactures.
Exports: 1964 (in million of US$) $463; 1963, $357. Principal customers: Japan (30%) and U.S. (18%). Principal exports: Sugar, textiles, plywood, processed fruits and vegetables, cement, aluminum, iron and steel and manufactures.

ects are underway to expand pineapple growing and increase production.

Other fruits

With a subtropical climate, and both flat and hilly land, Taiwan is well adapted to a variety of other fruits. These include citrus, lichees, mangoes, passion fruit, guava, and papaya, among others. Many are used fresh. The remainder are canned for both domestic and foreign consumption.

The canning of mandarin oranges has made a tremendous upsurge the last five years. Improvement of processing methods and stricter quality control have played a major role in this increase. Exports have risen from 1000 cases in 1959 to more than 250,000 today.

Although more than two million cases of pineapple juice are produced annually, thousands of gallons of orange and pineapple juice go to waste. Single strength juice has a comparatively low per-ton value, making the sea freight prohibitive. The mission learned of only one plant that is concentrating juice at this time. Studies and experiments are being made on blending juices and concentrating for freezing and/or canning. There seem to be opportunities for expansion along these lines.

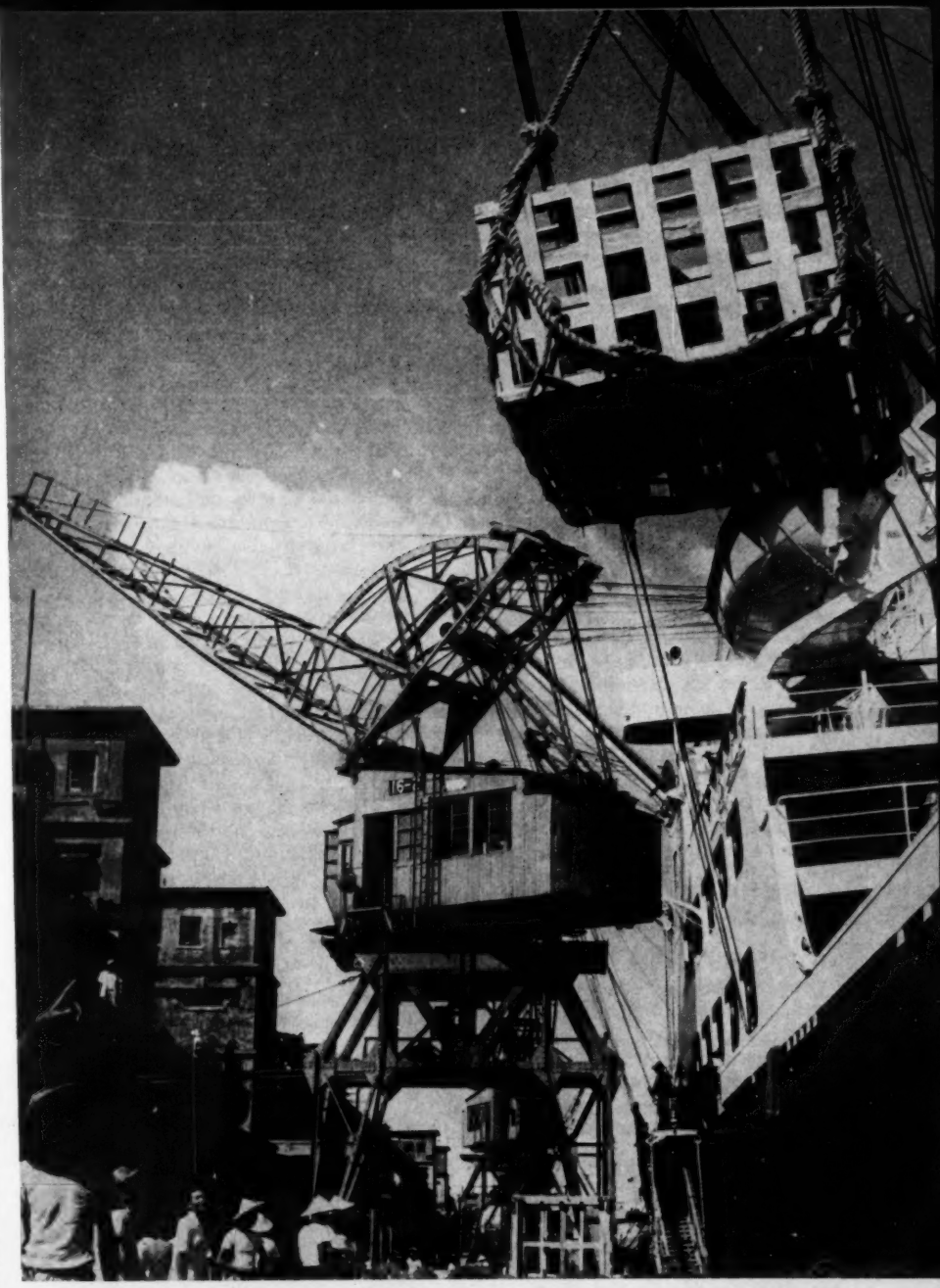
Mushrooms

Mushrooms rate next to pineapple in the number of cases exported. The dollar volume is even greater. Mushrooms have been grown in Taiwan for many years for domestic consumption, but commercial production is a comparatively new industry. Export sales have risen from $150,000 in 1960 to $16 million in 1964 from exports of 1,411,000 cases.

A total of 78 canneries and 240,000 people are engaged in part-time mushroom growing and canning. Mushroom production is ideal for crowded Taiwan where land is precious. The sheds occupy a negligible land area, and mushrooms are cultivated in winter between rice harvests. The picking of mushrooms also comes when pineapple factories are not operating, and the idle canneries can convert to mushrooms with a minimum of trouble or expense.

Canned asparagus is almost a new product; only during the last two or three years has it been promoted. As it is out of season the Mission did not see any being processed. The canned white "grass" seems of a high quality, and canners hope to increase production substantially.

There is much interest in the shipment of prepared Chinese food to the United States. Bamboo shoots are exported in some quantity, last year accounting for $1.2 million worth of exports. About $800,000 worth of water chestnuts were also shipped.



A CARGO NET full of U.S. goods comes ashore at the port of Keelung. Taiwan's canning and quick-freezing industries will require substantial machinery imports in their efforts to modernize.

Hope to expand exports

The Government hopes to increase export of canned food from the present value of $30 to $50 million in a few years. Because of the present limited domestic market any increase in production must be exported. As country after country around the world becomes more industrialized and personal incomes rise, consumption of canned foods will increase.

The Chinese are aware that this market will be fiercely competitive, and that not only cost but quality will determine who gets what share of these growing markets. Trade missions from China are visiting many countries to promote the sale of their products. Labels and sales techniques are being constantly improved.

Quick freezing and dry-freezing of vegetables is not nearly as advanced in Taiwan as is canning. One or two com-

panies seem to be progressing, but much remains to be done. There is interest in freezing prepared Chinese foods. Some Chinese vegetables—such as fresh pea pods—are better frozen than canned.

The expense of warehousing and shipping frozen foods over long distances is a handicap to rapid development. The fact that there is practically no domestic market makes export almost 100% mandatory.

Much of the vegetable freezing has been done as a side-line to fish freezing. Fish has always been processed by traditional methods for domestic use and shipment to nearby countries. The catch has increased 3 fold over the past 10 years. Much of this, especially tuna, has been canned. But canning and the fresh market cannot absorb all of the additional catch, especially of shrimp. Much attention is being given to expansion of freezing facilities.

China's fishing industry has been developed since the war—first under the U.N. Relief and Rehabilitation Administration and later under the Chinese Fishery Rehabilitation Administration. In 1955, this agency was reorganized as the Chinese Fishing Corp., the stock of which is still largely Government owned. Annual catch exceeds 300,000 metric tons and an increasing amount of shrimp and tuna is being canned and frozen. Boats are owned by both the corporation and private firms.

Joint ventures for the catch

Taiwan deep-sea boats fish the Indian Ocean and even the Atlantic along the west coast of Africa. They are interested in getting canning or freezing plants in other countries to buy the catch direct from the boats, thus saving the long haul home. Joint ventures are proposed with U.S. firms that could finance and market the catch from additional 350-ton trawlers, long liners, and transporting boats. Any investment up to $10 million would be welcome.

Pork is much more popular than beef. Less than 50,000 cattle and more than 2½ million hogs are killed annually. Improved strains and breeds are being imported, and much study and experimentation given to more efficient swine production. Sweet potatoes are the main domestic feed source, as the necessary protein is not available locally. Many people asked about buying feed supplements such as fish and soybean meal.

Traditionally, meat is butchered and sold in the same shop the same day. There is a need for more modern slaughtering facilities, but until stores get modern refrigeration equipment, distribution is the big problem, along with tradition.

In poultry production, importation of feedstuffs and hatchery eggs to improve the breeds, seem to be the order of the day. Slaughtering follows the same pattern as with pork. Large scale feeding and laying houses are being started. There seems to be an outlet for medicines, feeds, and equipment.

Dairying has not progressed as have some other phases of food processing. In fact, much powdered milk is being imported. There are less than 5,000 milk cows on the island. High feed cost has made fresh milk too high-priced for local consumption, and lack of sanitary precautions has made it unsafe. Home refrigeration also is lacking. Thus, powdered milk is more desirable.

The Mission saw a fine, strictly sanitary large dried milk plant. There is opportunity in this field; but feed costs, tradition, and distribution are difficult problems to overcome.

The sugar industry is one of the most important in the Republic of China. It accounts for 30% of all exports—over $105 million annually.

The industry is dominated by the Taiwan Sugar Corporation which operates all 27 mills on the island. The stock of Taiwan Sugar Corporation is Government owned. In 1963, 722,828 metric ton of sugar and 156,644 metric ton of molasses were produced, besides by-products such as alcohol and hardboard.

Taiwan Sugar Corporation buys most of its cane from farmers, but grows some itself. It is also branching out into related industries, having recently built a new cannery.

China Trade Act aids U.S. traders, investors in Taiwan

The China Trade Act of 1922, as amended, authorizing creation of corporations to engage in business within the China area (now limited to Hong Kong and Taiwan), offers unusual benefits to the prospective investor.

Companies chartered under the Act by the U.S. Department of Commerce are entitled to relief, usually full exemption, from Federal income taxation on profits derived from the sale of U.S. goods. Dividends received by stockholders residing in Hong Kong and Taiwan are also exempted from U.S. individual income tax.

Incorporation under the act is not limited to trading firms. The Commerce Department is prepared to consider applications for a wide range of commercial and industrial enterprises involving substantial use of U.S. raw materials and capital equipment.

Three or more incorporators, a majority being U.S. citizens, may form a China Trade Act corporation by complying with certain procedures established by the Department of Commerce.

For information, **write:** Acting Registrar, China Trade Act, U.S. Department of Commerce, Washington, D.C., 20230.

WORKERS at the privately-owned Tatung Engineering Corp. put the finishing touches on watt-hour meters, one of several electrical items the plant produces. The China Trade Act offers unusual benefits, including exemption from individual U.S. income taxes, for trade and investment in Taiwan.

Interviews turn up wide variety of trade chances for U.S. firms

Interested U.S. traders should contact Taiwan firms directly; background reports on firms will be prepared on request

Individual Mission members submitted reports on their interviews with Taiwan businessmen, and the most promising are summarized below. U.S. firms wishing further information should contact the Taiwan concern directly.

World Trade Directory Reports on these firms may be obtained upon request from the nearest Department of Commerce Field Office or the Commercial Intelligence Division, Department of Commerce, Washington, D.C. (Please refer to the particular Trade Mission and the appropriate IR number which follows each summary).

Opportunities from firms on which a complete WTDR is already on file are listed in the Trade Opportunities section of this magazine.

Agricultural machinery

Interested in buying and distributing submersible pumps and other irrigation equipment, and freeze-drying equipment. Mowlin Engineering & Trading Corp. 18, Jaw-an Jieh, Taipei. **IR-12.**

Building materials

Manufacturer of plywood wants to sell all types of plywood and lumber products to large user in U.S. including: lavan plywood, door skins, drawer cuts, lavan saw lumber, lumber core plywood and furniture. Kaohsiung Plywood & Lumber Co. 242 Lih Sheng Rd., San Min District, Kaohsiung. **IR-44.**

Manufacturer of nuts & bolts is interested in having a U.S. firm as exclusive-distributor for their products in U.S. Chun Yu Works, 1 Chai Shing Li, Kangshan Shen, Kaohsiung. **IR-43.**

Manufacturer of hand shovels desires an American distributor to sell their line in U.S. Kiang Shen Hardware Mfg. Co., 204-2 Da Tung Nan Road, San Chung City, Taipei. **IR-204.**

Manufacturer of steel pipes & strapping wants American distributor to handle its steel pipe for sale in U.S. (sizes ⅜" to 4"). International Trading & Machinery Co. 60 Nanyang St., Taipei. **IR-211.**

A manufacturer of pliers & screws is interested in finding an American buyer for all types of pliers including: side cutters, insulated pliers for electricians and all types of small screws. Also interested in finding American buyer for wool & synthetic sweaters. Seaward Worsted Mill Co., Ltd. 116, Sect. 1, Hankow St., Taipei. **IR-144.**

Chemicals

Manufacturer of flour meleng oil extraction plant from farm products is interested in purchasing feed additives & technical know-how. Great Wall Flour Mill Co. 13 Nantsu New Road, Kaohsiung. **IR-121.**

Desires to be agent for U.S. firm producing all kinds of lubricating oils, also acryle polyester resins, raw materials for manufacture of shoe polish, and raw chemicals for manufacture of agricultural chemicals. Also wishes to buy scrap iron. Chi Tone Co., Ltd. No. 8 Hankow St., Sect. 1, Taipei. **IR-131.**

Manufacturer of sulphuric acid, ammonium sulphate and related products, wishes to buy from U.S., on a direct basis, raw sulphur (crude sulphur) that is 99.5% pure dry, basic carbon not to be more than 0.10% and free of arsenic tellurium and selenium. Wants bright yellow colored sulphur. Needs 2,000 m.t. per year. Standard Chemical Corp. Ltd. No. 100 Kiang Shan Road, Chien Chen, Kaohsiung. **IR-124.**

Wants to import from U.S., acting as "sole agent", agricultural chemicals, especially insecticides, fungicides, and rat killer. Large Ocean Co. 108, Sect. 2, Chungking North Road, Taipei. **IR-135.**

Desires to be agent of American manufacturer of chemicals, especially insecticides, detergents, waxes, mineral oils, tar oil, raw materials for soap manufacture, surfadants & raw materials for manufacture of cosmetics. Also dyestuffs for oil paints and aluminum dye, rust preventives and emulsifiers. Also wishes to get U.S. buyers and agents for candles, cosmetics, and handicraft products. Willy Corp., No. 20 Kiang Tiang Road, Taipei. **IR-148.**

Desires to buy chemicals used in the paper industry. Also chemicals and materials for textile dying & printing. Chio Koo Hong, 43 Hwa Ing St., Taipei. **IR-149.**

Wishes to represent American manufacturers of pharmaceuticals and modified milk products, including infant food formulas. Kelu Trading Co., Ltd. 32 Heng Yang Road, 3rd Floor, Taipei. **IR-109.**

Wishes to purchase lubricating oils & grease, brake fluids and oil additives. Wishes to sell in the U.S. canned pineapple & mushroom, asparagus, bamboo dishes & palace lanterns. Sino-Italian Enterprises Co. 4th Floor, 118 Sect. 1, Changshan N. Road, Taipei. **IR-71.**

Manufacturer of polyethylene products and fireworks wishes to import wood preservatives, agricultural insecticides & synthetic resins, especially polyethylene in raw state. Also wishes to export polyethelyne hays, household brooms and paper products, general sundries items, and fireworks. Maison Albert David 198 Nanking Road W., Taipei. **IR-20.**

Interested in importing MIBK & MEK solvents (paint solvents) and lubricants. Also in exporting rubber shoes (pvc. tops, rubber soles) and rubber balls. Can make any style shoe or any other toy or industrial rubber product. The Far Eastern Trading Co., Ltd. 18 Hankow St., Sect. 1, Taipei. **IR-13.**

Interested in importing chemicals for manufacture of polyethylene products and essential oils. Fu Hsing Chemical Co., Ltd. No. 8-2, Chang An East Road, Sect. 1, Taipei. **IR-46.**

Company is building a new plant which will need large quantities of styrene monomer 5 shipments of 500 m.t. per year. Interested in a long term contract. Also need technical services. Lings Petrachemical Ltd. 174 Chung Shan North Road, Taipei. **IR-178.**

Manufacturer of quality tablets, capsules, liquid and ointment, who also acts as distributor, wishes to export. Taiwan Pharmacal Co., Ltd. 22-17 Sect. 1, Chang An E. Road, Taipei. **IR-239.**

Pharmaceutical manufacture wishes to expand into products which must be made in Taiwan since importation is prohibited. These are nutrients, vitamins, hormones and tranquilizers. Needs raw materials for these items and technical assistance to start initial production. Kingdom Laboratories, Ltd. 2nd Floor, 17 Kwaining St., Taipei. **IR-195.**

Manufacturer of plastics & chemical rubber desires an American chemical manufacturer to appoint them as agent in Taipei. Also would like to locate a manufacturer of octonul, phtalic, anhydride and 2-hexel methyl alcohol. H. L. Chang & Co., Ltd. No. 10-2, Jen Ai Road, Sect. 2, Taipei. **IR-194.**

Wishes to import the following from the U.S.: livestock medicines, duck and geese breeding stock, chemicals to keep livestock feed from molding and caking, agricultural pesticides, and particularly finished feeds for hogs and poultry. Tung Ying Industrial Co., Ltd. 42, Sect. 1, Ti Hwa St., Taipei. **IR-162.**

Manufacturer of ropes, manila & sisal, polyethlyne, desires to sell finished products in U.S. Also desires to import polyethylene material and requires technical assistance for the manufacture of rope from polyethylene. Interested in importing high frequency equipment for the manufacture of polyethylene rope. First Sisal Hemp Co., Ltd. 5th Floor, 43 Kuan Chien Road, Taipei. **IR-6.**

Interested in being agent for U.S. companies selling chemicals used in textile manufacture, paper making and leather industry. Henme Trading Co. 107 Sect. 2, Kwei Yang St., Taipei. **IR-188.**

General machinery & equipment

Interested in being agent for U.S. manufacturer of textile machinery & packaging machinery. Desires to have direct buyers or agents for handboard and lauan doors; matchstick curtain blinds; pvc. raincoats, handicrafts; broom and tool handles; picture frames and canned foods and juice. Freedom Enterprise Ltd., 18 Kuan Chien Road, Taipei. **IR-133.**

Manufacturer of steel bar, angle, wire and rails wants to purchase equipment to expand their "oxygen producing plant" capacity by 200 cubic meters per hour. Tang Eng Iron Works, Kaohsiung, Taiwan. **IR-110.**

Wants to buy appropriate plastic materials and plastic tube making & filling machinery to make, fill and seal plastic tooth paste, tubes and caps. Hsu Bros. & Co., Ltd., 28 Lane Sect. 1, Chungshan N. Road, Taipei. **IR-84.**

Manufacturer of lumber & boats interested in buying outboard motors, marine engines, and woodworking machinery and resin. Also in selling lumber and boats in U.S. Kuo Sen Enterprise Co., Ltd. 9-2 Kaifeng St., Sect. 2, Taipei. **IR-36.**

Wishes to expand present plant into making room air conditioners. Desires to buy machinery to manufacture some from an American firm. Senior Air Conditioning Corp. 34, Section 1, Roosevelt Road, Taipei. **IR-199.**

Seeking an American distributor to handle their "log band saw" (38"-48" high speed) complete with automatic carriage, high quality workmanship and reasonable price. Yee Shing Machine Factory, 388 Chang An West Road, Taipei. **IR-202.**

Manufacturer wishes to export equipment for grinding food & chemicals into powder, machinery for slicing foods such as waterchesnuts, and peeling machinery for onions. Hsin Fung Machine Works, 55 Chung Cheng Road, Hsin Ying Chen, Tainan Hsien. **IR-238.**

Wishes to export compressors & controls of all types. San Chin Machinery Corp., 43 Kuan Chien Road, Taipei. **IR-228.**

Food equipment

Manufacturer of ice cream & ice interested in buying popcorn machines, hot dog vending machines, freezing and refrigeration equipment, stabilizer and emulsifiers for dairy products, and other restaurant and food processing machinery. Interested in exporting frozen pea pods & mushrooms. Shao Mei Food Industry Co., Ltd. 11 Sect. 3, Hsing-yi Road, Taipei. **IR-27.**

Manufacturer of soy sauce & canned foods wishes to purchase canning, freeze drying, and freezing equipment. Interested in exporting canned oranges and asparagus to the United States. Desires agents and/or distributors. Wey Wang Soy Sauce & Canning Ind. Co. Ltd., 433 Chung Hsin St. Sanchung City, Taipei. **IR-79.**

Interested in acting as agents for the following equipment for commercial installations: freezing equipment, cold storage equipment, refrigeration equipment, food processing equipment, canning equipment and drying of food. Taiwan Ice Mfg. Assn., 20 Lane, 71 Lin Yi St., Taipei. **IR-157.**

Electrical equipment

Desires to export radios, televisions and hand tools to U.S. Nam Tai Co., Ltd., No. 91, Sect. 3, Chungking Road North. **IR-97.**

Manufacturer of photo cell light switch interested in finding a distributor in the U.S. to market their product. Union Machinery Works Co., Ltd., No. 1537-1, Chung Cheng Road, Taipei. **IR-91.**

Interested in importing low cost record changers & players without amplifiers. Shye Cherng Trading Co., Ltd. 3-D, Pan An St. Taipei. **IR-25.**

Interested in buying asbestos cloth & graphite anode for the electrolitic cells in the manufacture of caustic soda. Estimated annual requirement of 10,000 lbs. asbestos cloth and 100 tons of graphite anode. Vee Chong Development Co., Ltd., 57 Hankow St., Sec. 1, Taipei. **IR-175.**

Institutional and office equipment

Manufacturer of office supplies & equipment desires to import from U.S. office supplies and equipment to augment present line. Bank Industrial Co., Ltd., 90-A Hwai Ning St., Taipei. **IR-74.**

Manufacturer of handicraft & miscellaneous consumer products wishes to purchase a minimum of 2,000 electric typewriters with Chinese letters. Kwong Hsin Industrial Co., P.O. Box 425, Taipei. **IR-47.**

Interested in selling in Taiwan such U.S. products as medicine, medical instruments, laboratory equipment, microscopes, and fingerprinting, police photography and other crime detection equipment. Abuta Development Co., Ltd. 43 Chung Shan Road North, Sect. 1, Taipei. **IR-158.**

Interested in buying gas chromatography equipment, infra red recording spectrophotometer, and photo-electric spectrophotometer. San Kwang Instruments Co., Ltd., 20 Yunsui Road, Taipei. **IR-172.**

Plumbing & heating equipment

Desires to import 1,000 tons of waste paper monthly. Also wants to import low priced refrigerator compressors and parts. Orient Trading Co., Ltd., 50 Nanking E. Road, Sect. 1, Taipei. **IR-159.**

Fish freezing and ice making plant seeks to expand by buying more deep freeze and refrigeration equipment from U.S. Also wishes agents and/or distributors in U.S. for red snapper, mahi-mahi- shrimp, lobster tails, and other fish. Ho Chung Fisheries and Ice Co., 58-2 Lin Hai 2nd Road, Kaohsiung. **IR-130.**

Manufacturer of plumbing fixture desires to export its products to U.S. Desires to import required machinery from U.S. to make bath tubs, automatic water heaters and pipe bending equipment. Would also like to be distributor for an American firm that makes bath room fixtures and fittings. Chen Chi Electro-Chemical Co., Ltd., 54-2, Shi Chia W.L. Chenching, Kaohsiung. **IR-112.**

Toys, sporting and novelty goods

Interested in finding agents or distributors or direct buyers in U.S. for bamboo filament brooches; stainless steel and glass custom jewelry of all kinds; wrist watch hands, and sponge slippers. Interested in buying metal, plating, and coloring materials for the manufacture of jewelry. Chen Cheng Trading Co., 142 Min Chu Road, Tainan. **IR-122.**

Manufacturer of handicrafts wishes to sell to the U.S. handbags and brasswares, lamp stands and other handicrafts such as wood carvings and place mats of high quality. Wee Tong Bo Enterprise Co., Ltd., 1767 Chung Cheng Road, Taipei. **IR-113.**

Manufacturer of Taiwan handicrafts desires distributors in Mid-West and East Coast. Wu Associated, Inc., 240 Kang Ting Road, Taipei. **IR-104.**

Seeks U.S. brokers for decorative coasters for tea cups of Chinese design; book marks; letter openers, brass or aluminum; plates for industrial products, electronics; radios; fans; motors; doorbells and metal reproduction. Ta-Te Handicrafts Works, 10 Lane 208, Chung Hwa Road, Taipei. **IR-67.**

Desires to export toys, notions and novelties to U.S. Supreme Trading Co., Ltd., P.O. Box 485, Taipei. **IR-5.**

Manufacturer of decorations and emblems for police and military uniforms, Christmas tree lights, and party decorations, is interested in exporting its products to U.S. Also interested in distributing U.S. crime detection equipment in Taiwan. Ming Hwa Decoration Factory, 5, Lane 65, Chie Kuo Road, Taichung. **IR-7.**

Manufacturer of bamboo products, sisal, and seagrass products, desires agent or distributor for bamboo and other products. Items are trays, baskets, mats, lamp shades, brooches and pins, earrings, vases and place mats. Also interested in selling bamboo decorative panels to be laminated in plastic for wall panels. Sincere Enterprise Co., Ltd., P.O. Box 22235, Taipei. **IR-53.**

Manufacturer of lacquer ware wishes to import punch bowls and cups, cigarette boxes, screens, bowls, little chests and trays. Shuan Arts Co., 21, Lane 60, Hsin Shen N. Road, Sect. 2, Taipei. **IR-171.**

Wishes to export salad bowls, trays, coasters, salad spoons and forks, all made of acacia, teak, schima, wood, laminated and mosaic designs. Great Union Wood Arts Corp., Ltd., 32-1 Young Ho Road, Chung-Ho Village, Taipei. **IR-219.**

Automotive equipment

Wishes to sell to U.S. an auto electrical unit for the flasher system on auto turn signal system. Mow Yih Co., 28 Nan Yang Road, Taipei. **IR-181.**

Wishes to purchase brake fluid for auto use and a wide variety of trailers for general use both on farm and highway, and for material handling. Shung Ye Co., 5, South Yeng-Ping Road, Taipei. **IR-151.**

Desires to be agent in Taiwan for spark plugs, ignition systems, and all other auto parts. San Chin Industries Co., Ltd., 39-1, Lane 79, Tai Yuan Road, Taipei. **IR-137.**

Textile products

Wishes to purchase stretch nylon for manufacture into clothing and low cost, durable, damp resistant wall paper (maximum cost $0.25 per square yd.). Tong Shing Trading Co., Ltd., P.O. Box 1237, Taipei. **IR-76.**

Manufacturer of woven materials is interested in being affiliated with U.S. companies who will import into U.S. a wide variety of woven materials, all types of feather dusters, and clothing (mostly in velvet type cloth). Wan Yeh Trading Co., 57, Sect. 1, Tihua St., Taipei. **IR-34.**

Manufacturer of printing cloth, shirting, sheeting, poplin and flannellette, interested in exporting to U.S. Also 5,000 spindles for synthetic fibre and blended yarns to achieve 12,000 to 16,000 r.p.m. Nan Shin Co., Ltd., 9 Tihwa St., Sect. 1, Taipei. **IR-32.**

Interested in selling ladies' fancy house slippers direct or through agents in U.S. Also all clothing and textiles, rice paper for making artificial flowers, and in buying water proofing chemicals and materials. Hsieh Hsing Industrial Co., Ltd., 141, Han Chung St., Taipei. **IR-164.**

Manufacturer of raincoats, jackets, trousers, and skirts would like to sell products direct to U.S. retail and mail order houses. Formostar Garment Co., Ltd., 18 Kuan Chien Road, Taipei. **IR-230.**

Miscellaneous

Manufacturer of cast iron, soil pipes and fittings, seeks U.S. distributor. Fu Hsing Const. Co., 34 Ta Li St., Koahsiung. **IR-117.**

Desires to have agent or direct buyer for large frozen shrimp in U.S. Also wishes to buy diesel engines, spare parts for fishing boats, and fishing boat supplies such as nets and rope. Chen Yin Trading Co., Ltd., No. 7 Chan An St., Kusan, Kaohsiung. **IR-132.**

Interested in buying from U.S. livestock feed, soybean meal, raw materials for paint, including pigments, resins, and metal bars or ingots of zinc, magnesium and lead. Tung Kang Development Corp., Ltd., 43 Hua Yin St., Taipei. **IR-138.**

Desires to import roofing, water-proofing

and anti-leak materials. Ever-Good Waterproof and Anti-Leaking Const. Co., P.O. Box 22202, Taipei. **IR-139.**

Manufacturer of plastic footwear for men, women and children wishes to export his line to the U.S. Footwear suitable for beach wear and swimming. Pei Hwa Plastics Fabrication Ltd., 138, Nanking East Road, Sect. 1, Taipei. **IR-142.**

Manufacturer of p.v.c. resins and caustic soda wants to sell in the U.S. bamboo products, including luncheon mats, also polyvinyl chloride products and all kinds of canned food. Yee Fong Chemical and Industrial Co., Ltd., 281 Kanting Road, Taipei. **IR-154.**

Wants to import stainless steel plate and chemicals for the synthetic rubber business. Also wants to import polyethelyne (the newest type). Wants to export bamboo, wall paper, wood carving and paintings (original) by Ram-In-Ting. E. Chang Trading Co., Ltd., 91, 2nd Sect., Chungking North Road, Taipei. **IR-153.**

Manufacturer of hairnets wishes to affiliate with companies for the export of hairnets, lamp shades, wood carvings, handbags, straw hats, bamboo ware, and Christmas tree ornaments to U.S. Bethel Hairnet Corp., 18, Soung Chiang Road, P.O. Box 1806, Taipei. **IR-215.**

Wants to export Christmas card paper, fancy wrapping paper, stationery, wall paper and art paper to U.S. Taiwan Handmade Paper Manufacturer Co., Ltd., 47-1 Chang An West Road, Taipei. **IR-19.**

Manufacturer of polyethylene products interested in buyers or agents in U.S. for his polyethylene bags (rain bonnets) including a new extra heavy shopping bag. Yung Shing Plastics Industries Co., 14 Chang Leh St., San Chung City, Taipei. **IR-73.**

Firm desires to buy a used steel liberty ship (approx. 20 yrs. old) with a certificate of examination not over 3 years old. Approximately 10,000 tons (condemned ship acceptable). Shaw Hsing Steamship Co., 9-6, Fourth Floor, Roosevelt Road, Sect. 2, Taipei. **IR-77.**

Manufacturer of table flatware wishes to buy flat sheet stainless steel from U.S. that is suitable for making flatware table items. Could use up to 40 m.t. per month. Also wishes to sell table flatware to U.S. companies. International Tableware Industrial Corp., 301-1 Ming Sen Road, Taipei. **IR-86.**

Desires to export rubber footwear directly to U.S. Can ship 500,000 pairs per month. Fairstone Trading Co., Ltd., 37, Tai Yuan Road, 3rd Floor, Taipei. **IR-100.**

Manufacturer of bicycle parts is interested in selling bicycle accessories and other small accessories for automobiles to U.S. Kwan Lung Industrial Co., Ltd., 36-27, Hululi, Shling Cheng, Taipei. **IR-108.**

Would like to import feldspar for use in ceramic production. Also, would like to export sanitary bathroom fixtures, toilets, and sinks. Tien I Ceramic Plant, No. 44-1 Lan Cheng Road, Chung Ho County, Taipei. **IR-234.**

Wishes to purchase hand trucks used in industry, small engines to motorize bicycles, and efficiency kitchens for home use (electric or gas). Taiwan United Bike Co., 36 Kung Chen St., Kaohsiung. **IR-235.**

Wishes to purchase stainless steel of various sizes and shapes. Also to sell textile garments and fishing gear. Chin Maw Trading Co., No. 122, Chang An West Road, Taipei. **IR-10.**

Manufacturer of wood furniture and coffee tables interested in exporting products to U.S. Furniture is made of teak wood and kiyaki wood. Teh Feng Wood Prod. Co., 58 Da Chen St., Taichung. **IR-200.**

Wants distributors in U.S. to sell complete line of teak wood furniture. Kuo Hwa Decorating Co., 3, Ming Chuen West Road, Taipei. **IR-165.**

Wishes to sell bicycle parts, household brooms, and rattan handicrafts (especially handbags) to buyers or agents in U.S. Wishes to buy fish meal, feed supplement, and corn. Fu-Nin Feed Co., 63 Kwang Chou St., Taipei. **IR-173.**

Interested in selling to American firms furniture drawer sides, backs, bottoms, fronts, and guides produced from mahogany. Chia Hsin Co., Ltd., 12, Lane 23, Pai An Road, Taipei. **IR-177.**

Wishes to export to U.S. clothes pins and clothes hangers made of wood. Wishes to import from U.S. fruit flavoring oils and aromatics for fruit flavoring and packing. Tunglee Enterprise Co., Ltd., No. 1525, Chung Cheng Road, Taipei. **IR-180.**

Wishes to import U.S. medical tools, instruments and pharmaceuticals, either as buyer or "sales agent" or both. Wishes to export to the U.S. canned foods, especially soy sauce, canned oranges, bamboo shoots, asparagus, fish feed, goldfish and tropical fish. Hsin Ho Trading Co., Ltd., 5, Lane 37, Chang An Road East, Sect. 1, Taipei. **IR-185.**

Desires to contact a small American firm that has unusual designs and ideas for small furniture and handicrafts to be manufactured in Taiwan and distributed in U.S. by small American firm. Madame Chen Furniture Studio, 158 Sung Chiang Road, Taipei. **IR-190.**

Wants supply of stretch nylon—70 (denier /2 color on cone), and-100 (same only semidull) with booklet of colors. Also wallpaper for low cost, pre-fabricated house. Wishes buyers or agents in U.S. for both regular and electric guitars. Tong Shing Trading Co., P.O. Box 1237. **IR-191.**

Wishes to ship to U.S. the following items: guitars, violins, ukuleles, bass violins, rainboots, and broom handles. Formosa Co., Ltd., 82 Hwei Ning St., Taipei. **IR-161.**

Group wants to buy scrap steel directly from U.S. suppliers. Interested in unstripped motor blocks, axles, steel scrap, used rails, oil storage tanks, unprepared ship scrap, prepared ship plate scrap and ship structurals scrap. Benison Steel Industrial Corp., 23, 2nd Lane, Ming Tsui 1st Road, Kaohsiung. **IR-184.**

Food products

Desires direct buyers or agents in U.S. for products of a new factory producing onion powder, garlic powder, and tumeric. Fook Yuen Trading Co., Inc., 83-1, Sect. 2, Wu Chang St., Taipei. **IR-136.**

Manufacturer of food products wishes to export to the U.S. a packaged food product known as "instant soy sauce." This product is in dry powdered form and needs only to be mixed with hot water. It is ready to serve as packaged in sizes for home use as well as restaurant and commercial use. China Products Co., 17 Kai Fung St., Sect. 1, Taipei. **IR-146.**

Wishes to sell tea to buyers in the U.S., he can supply both bulk tea and packaged tea bags. Dragon Tea Corp., 34, Lane 71, Cheng Teh Road, Taipei. **IR-189.**

Manufacturer of essences for perfumes wishes to export spice flavor and oil, complete line of spices and compound spices. Champion Perfumery, 92, Kai Feng St., Sect. 1, Taipei. **IR-192.**

Manufacturer of fine quality preserved ginger wants to sell direct or through agents, packaged in containers to buyers. Cosmos Development Co., 414 Nanking West Road, Taipei. **IR-156.**

Interested in agents or distributors in America to handle canned asparagus and mandarin oranges. Taiwan Asparagus and Orange Packers Export Corp., 2nd Floor, 74/76 Chung Shan N. Road, Sect. 2, Taipei. **IR-155.**

Manufacturer of preserved fruits interested in finding agent or distributors in U.S. for dried fruits, onions and ginger. Also in importing food stuffs, and tool steel. Dragon Gate Trading Co., Ltd., 53 Foho Road, Yungo, Taipei. **IR-29.**

Desires agent in U.S. under packers or buyers label (manufacturer of meat tenderizer). Phuguoc Foods Corp., 2nd Floor, 108 1st Sect., Kai Feng St., Taipei. **IR-30.**

Interested in exporting canned and dried fruits and dried meats, Chinese foods and handicraft items to the U.S. Interested in importing cherries, peaches and rejected lithographed tin plate. Jin Tai Heng Trading Co., Ltd., 172 Chungking N. Road, Sect. 2, Taipei. **IR-33.**

Interested in exporting to U.S. canned oranges, dehydrated mushrooms, and garlic powder. Also orange peel powder. Yung Kuang Co., Ltd., 438 Nanking W. Rd., Taipei. **IR-38.**

Interested in finding American broker or distributor for canned mango and grape juice, kumquats and mandarin oranges (in tin), kumquat orange marmalade, jam, fruit salad in glass, and bottled fruit juice. Ta-Chin Foods and Chemicals Co., Ltd., 1846-3, Chung Cheng Road, Taipei. **IR-49.**

Interested in purchasing fish meal, corn, alfalfa meal for animal feed. Tai Chow Trading Co., 80 Nanking W. Road, Taipei. **IR-50.**

Interested in importing livestock feed supplements, fish meal, antibiotics and vegetable seeds from U.S. Wishes to export locally produced vegetable seeds. Morn Sun and Co., 66-2 Sect. 2, Nanchan Road, Taipei. **IR-82.**

Interested in importing salad oils and other raw food materials for local processing. Advance Enterprise Co., Ltd., 24, Kaifeng St., Sect. 1, Taipei. **IR-101.**

Manufacturer of frozen foods offers packages of frozen asparagus and frozen mushrooms, both whole and sliced for buyers or factory label. King Shan Farms Ltd., P.O. Box 22275, 86 Hankow St., 1st Sect., Taipei. **IR-240.**

Desires to import fish meal, milk replacement for both calves and little pigs, and hatching eggs for broiler and laying breeds. Hsu Bros. and Co., Ltd., 28, Lane 105, Chungshan N. Road, Sect. 1, Taipei. **IR-232.**

Manufacturer of herbs wishes additional agents or direct buyers in U.S. for 82 kinds of Chinese herbs. Also wishes agents for transistor radio. Star Trading Co., Ltd., No. 12, Lane 28, Tung An St., Taipei. **IR-186.**

Manufacturer of food products wishes to sell the following: powdered garlic, granulated garlic, dehydrated onions, dehydrated ginger, powdered ginger, fresh garlic, dehydrated Korean cabbage. Yuan Chi Foods, Co., 33, Alley 28, Lane 9, I-Ning St., Taipei. **IR-107.**

AT TAPINGLIN in suburban Taipei, the Taiwan Electronics Corp., wholly owned subsidiary of General Instrument Corp. of the United States, is busy turning out electronic components. The plant, first of its kind established in the country by a foreign investor, has surface area of some 36,000 sq. ft.

Chinese investment, trade office in New York City offers services

Welcomes inquiries from U.S. businessmen interested in business in Taiwan; will furnish information, help with preliminary discussions, pre-visit arrangements

By K. T. HU

Director, Chinese Investment and Trade Office, New York City

The economy of Taiwan has been growing rapidly. Its continued growth and expansion would be accelerated with the assistance of overseas capital and techniques in management, production and merchandising.

HU

The dispatch of an Investment & Trade Mission to the ROC in March by the U.S. Government and the enthusiastic response given to its business proposals by the host country suggest that closer cooperation between the industrial and commercial interests of these two countries is both encouraged and possible.

U.S. concerns contemplating doing business in this growing economy of Taiwan may well communicate with the Chinese Investment & Trade Office in New York for free but useful information, preliminary discussions and pre-visit arrangements.

Rapid economic growth

The rapid growth of the economy may be illustrated with a few preliminary figures for 1964. National income on constant price basis rose 11%. Agricultural production advanced 9% and industrial production 20%. Such increases were accompanied by fairly stable prices and expanding trade. The wholesale price level rose only 2.5% in 1964. Total foreign trade volume reached $873 million, an increase of 26% over 1963.

Taiwan's economic growth in 1964 was not just a sporadic phenomenon in that particular year. It was rather a continuation of the trend of expansion noticeable ever since 1952. Neither are the sense of achievement and confidence in the future based merely on the wishful thinking of the Chinese inhabitants there.

Overseas participation welcome

In pushing ahead Taiwan's economic development the Chinese authorities have long noted that the people still have a rather low per capita income and lack certain industrial skills. Therefore overseas capital and skills are needed. Moreover, they have encouraged and brought about an ever-increasing role by the private sector in the total economy: Of the industrial production, more than 60% is contributed by private enterprises; in agricultural production, all the farmers are independent individuals.

To accelerate economic growth, active participation of the private entrepreneurs is essential. The authorities have therefore initiated and obtained legislature's passage of a series of investment statutes for encouraging investment and contribution of technical know-how by both domestic and overseas people.

Provisions are made for safeguarding the capital, exempting and reducing the tax burden, neutralizing certain restrictions found in old laws, and enabling overseas contributors of capital and technical know-how to repatriate their capital and receive their renumeration in foreign currencies.

To facilitate exports and induce people to invest in export industries, the Government promulgated on January 30, 1965, the Statute for Establishment and Management of Export Processing Zones. Under this statute, import duties and dues are exempted for machinery and equipment, raw materials and semi-finished products brought into the zone by the export enterprises for their own use.

Commodity tax is also exempted for all goods produced and for all raw materials and semi-finished products used by export enterprises inside this zone. Customs procedures also may be simplified when the products of the export enterprises in this zone are exported.

Service organizations

But the Government went one step further. It set up special organizations to study ways and means of improving the investment climate and reducing red tape, and also to help investors and traders in exploration of trade and investment opportunities, studying of laws and regulations governing investment and trade, visiting of relevant organizations and individuals, selection of local partners, acquisition of lands, hiring of employees, clearance of goods through customs,

Lists of Taiwan firms, buyers' guide available

Americans who wish to select a Taiwan agent, locate a source of supply and explore investment possibilities should get in touch with their U.S. Department of Commerce Field Office and the Chinese Investment and Trade Office (CITO), 515 Madison Ave., New York.

Field Offices have available for $1 a list of leading Taiwan business firms. They also have a copy of the comprehensive **Taiwan Buyers Guide**, published by the China Productivity and Trade Center (CPTC), # 181, Chung Shan North Rd., Section 2, Taipei. The **Taiwan Buyers Guide** may be purchased, postage prepaid, direct from the CPTC for $5.50.

The Industrial Development and Investment Center (IDIC), #60, Chung Shan North Rd., Section 2, Taipei, publishes a number of pamphlets on investment opportunities and incentives in Taiwan.

Inquiries on either investment or trade may be directed to the Chinese Investment and Trade Office in New York. CITO serves as an overseas office for both CPTC and IDIC.

preparation of application forms, and settlement of a thousand-and-one problems involved in the movement of men and goods and setting up a business unit in Taiwan.

This organization for investment matters is called the Industrial Development and Investment Center (IDIC) under the Council for International Economic Cooperation and Development (CIECD) of the Chinese Government. Chairmanship of CIECD is held concurrently by the Premier, and Vice-Chairmanship by the Minister of Economic Affairs. The other organization which deals with trade promotion matters is called China productivity and Trade Center (CPTC). Both IDIC and CPTC are located in Taipei.

Service organization in N.Y.

Many businessmen in the United States would like to have similar organizations in the States from which they could obtain, simply by phone calls, instant information and instant services (for example, arrangement of itinerary) and with which they could have pre-visit explorations and post-visit discussions.

Chinese businessmen also would like to have some of their countrymen stay in the United States to observe and report on business practices and opportunities in the States, help them to obtain leads and contacts, and suggest business promotion methods.

To meet such demands, CIECD has established the Chinese Investment and Trade Office in the heart of New York City, at 515 Madison Avenue, phone 752-2340. Its basic aim is to help achieve mutual understanding and mutual benefit by Chinese and American businessmen. It offers services free of charge and works in close liaison with IDIC and CPTC. CITO would engage in preliminary explorations in New York and refer investment and trade matters to IDIC, CPTC or businessmen for follow-up.

In a short span of two-and-a-half years, and in spite of rather limited personnel, CITO has been able to handle more than 60 investment and technical cooperation cases and many times more in trade. The scope of investments is quite wide: Electronics, electric appliances, artificial fiber, toys, glass, dry batteries, pharmaceuticals, plastics, polyethylene, watches, building materials, chemicals, processed food, people's housing, dairy products, frozen shrimps, wood products, travel services, knitted woolen yarn, singing birds, and other items.

The nature of trade cases is so varied and wide that it is impossible to describe here. CITO helps the businessmen of both countries to know each other better, encourages direct negotiation between them, and steps in where they request its assistance.

This method, while quite welcome by the businessmen involved, has, however, made it difficult for CITO to know the exact dollar amount of business transacted by those brought together through its effort. But it may be said that the value of approved investment well merits its existence.

Gradually, CITO has widened its contacts. Chinese and American friends in both countries have been kind enough to bring to its attention worthy business opportunities and schemes, either directly or through Government agencies.

The American people have been enthusiastic in building up a "Great Society" and the Free Chinese, a bright future. Economic cooperation between them would help bring about greatness and brightness to both. In this worthy endeavor, CITO hopes to serve with others as an effective go-between or catalyst.

Changes in economy of Taiwan affect both imports, importers

Nature of market for U.S. goods altered by transition to industrial economy and by growth of private sector that brought 73% of total commercial imports last year

By TADD A. LINSENMAYER
Bureau of International Commerce

Taiwan's economy has changed perceptibly in the past decade, a result of both the U.S. aid program and the Chinese Government's own programs.

LINSENMAYER

In general, there have been two significant economic trends in Taiwan: The transition from its traditional agricultural economy to an industrial one, and the growth of the private sector. Both trends have had a significant effect on what is imported and who imports it.

For Taiwan, 1964 was a good year. It was also both a fitting climax and a tribute to the U.S. economic aid program, which, except for PL 480, is to be completely phased-out by July.

More than $1.4 billion worth of U.S. aid over the past decade and three consecutive 4-year economic development plans have brought Taiwan's economy to a level at which, according to AID officials, it is now capable of self-sustained growth.

Last year's growth picture

The year 1964 indicated that Taiwan has indeed reached this level, for despite the phase out of U.S. aid, real gross national product rose by over 10%, industrial production 20%, agricultural production 9%, and per capita income 7%.

THIS STREET SCENE IN TAICHUNG greeted members of the Trade and Investment Mission to Taiwan.

In addition, Taiwan's exports in 1964 rose by 30% to $463 million, and total imports, even with a 50% drop in U.S. aid-financed imports, rose by 22% to $410 million.

The U.S. aid phase-out will, however, change the nature of the Taiwan market for U.S. goods.

Imports from the United States in 1964 dropped by $5 million to $146 million. This drop represented a $36 million decrease in U.S. aid-financed imports largely offset by a $31 million increase in non-aid financed imports. Thus, although the United States preserved its position as Taiwan's principal supplier, the U.S. share of the market fell from 45% in 1963 to 36%.

To maintain even this position, U.S. exporters and their representatives in Taiwan must become more aggressive and competitive. The Department of Commerce is preparing a detailed analysis of Taiwan as a market for U.S. products. This report, which should be available early next year, will discuss the scope of the market, the nature of the competition and principal competitive factors.

Taiwan is located 90 miles off the coast of mainland China about midway between Japan and Hong Kong. Its area is about 14,000 square miles, over half of which is mountainous forest land. Its population exceeds 12 million, most of whom are "Taiwanese," the descendents of early emigrants from the mainland.

With the exception of natural gas, coal, and limestone, Taiwan is generally deficient in industrial raw materials. These it must import through its seaports, Keelung in the north and Kaohsiung in the south. Power is abundant, and agricultural production, despite the limited area of arable land, is more than adequate for the population.

Taiwan has historically been an agricultural area, its principal crops being rice, sugarcane, tea, and various fruits and vegetables. Such practices as multiple cropping, liberal use of chemical fertilizers, expanded irrigation, greater use of mechanized farm equipment, and intensive exploitation of new crops for exports have led to an average annual increase of about 4% in agricultural production.

Trend toward industrial economy

The growth rate for agriculture, however, has not matched the rapid development of industry, which has been growing by about 12% annually. In 1954, agricultural and processed agricultural goods accounted for 92% of Taiwan's total exports; industrial products accounted for only 7%. By 1964, industrial production had grown to the point where its share of total exports had risen to 40%, while the share held by agricultural and processed agricultural goods had fallen to 56%.

Development of Taiwan's industries has been emphasized in all three 4-year economic development programs. Special emphasis has been placed on development of industries utilizing Taiwan's raw materials and on industries producing export goods.

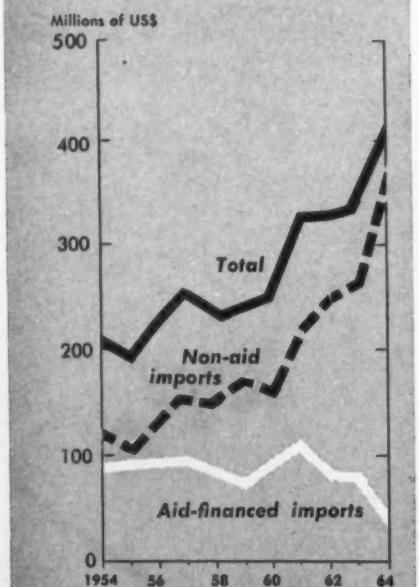
In addition, industrial development has received an added boost from the more than $140 million worth of approved foreign and overseas Chinese investments in Taiwan. To promote this investment, the Chinese Government in 1960 passed an investment encouragement law and has worked actively ever since to simplify customs, foreign exchange, and investment procedures, and to remove various other bottlenecks. U.S. firms have responded to these efforts, and have invested more than $50 million in such fields as fertilizer, textiles, pharmaceuticals, petroleum products, electronics, and housing and construction.

Private sector grows

The second major economic trend in Taiwan since 1954 is the growth of the private sector of the economy. Following World War II the Chinese Government took over most of the Japanese property on Taiwan, and at the same time developed Taiwan's basic industries. In the early postwar years Taiwan's industry was dominated by Government-owned enterprises and monopolies.

Since that time, however, the Government has gradually been reducing its non-essential holdings, although it still

Taiwan's total imports soar despite drop in U.S. aid



holds monopolies in such fields as power, sugar, fertilizer, and petroleum.

At the same time the private sector, with the help of both U.S. aid and private foreign investment, has been rapidly expanding. In 1954 the private sector of the economy accounted for only 46% of total industrial production. By 1964, this figure had risen to nearly 70%.

More capital goods imported

Rapid industrialization has greatly increased the demand for imported capital equipment and industrial raw materials. In 1964, Taiwan imported $314 million worth of capital equipment and raw materials compared to only $140 million in 1954. In this same period imports of machinery and tools increased from $24 to $53 million, vehicles and vessels from $7 to $27 million, various ores, metals, and metal manufactures from $22 to $62 million, electrical materials from $5 to $14 million, and chemical raw materials from $3 to $15 million.

Continued Government promotion of industrialization under the fourth 4-year plan, and especially the creation of duty free export processing zones such as the one being established at Kaohsiung, will lead to an even greater demand for such capital equipment components, and raw materials in the future.

Private sector buys more

The growth of the private sector of the economy has also had its effect on imports, and specifically, on who the importers are. As late as 1958 the Chinese Government and Government-owned enterprises accounted for 50% of total commercially-financed imports while private importers accounted for only 41%. By 1964, however, this situation had drastically altered. Of $334 million worth of commercial imports in 1964, private importers purchased $243 million or 73%, while the Government and government enterprises accounted for only $80 million, or 24%.

All of this has meaning for U.S. businessmen interested in selling to Taiwan. It means that new opportunities are opening for the sale of capital equipment and industrial raw materials, and that for most of these opportunities the U.S. manufacturer or exporter will have to deal with a private Taiwan businessman who must be sold both goods and ideas rather than merely quoted prices.

Taiwan then, has come a long way in the decade since 1954. As a market for U.S. products, it offers both opportunity and challenge; as an area for U.S. investment, it offers great potential.

Nigeria

Current information on Nigeria's balance of payments, finance and industrial projects, plus several key economic indicators, are contained in "Economic Trends in Nigeria" prepared by the Lagos Chamber of Commerce. Businessmen may obtain copies of this publication on a short-term loan basis from the Bureau of International Commerce, U.S. Department of Commerce, Washington D.C. 20230, or through any Department of Commerce Field Office.

Trade Mission from Mississippi visits 7 European cities

A Trade Mission organized by the Mississippi Marketing Council and approved by the U.S. Department of Commerce left for Western Europe May 17 to seek new markets for Mississippi industrial and agricultural products.

Created by the Mississippi legislature at the suggestion of Governor Paul B. Johnson in 1964 for the purpose of developing new industries, new products and new markets for Mississippi, the program of the Council includes plans for several Missions to potential foreign markets.

The group was briefed in Washington by foreign trade specialists from the Department of Commerce's Bureau of International Commerce on available credit facilities, the trade assistance offered under the export expansion program, and by the Department of Agriculture on agricultural trade policy.

The Mississippi Mission will go to Brussels, Hamburg, Rotterdam, Amsterdam, Frankfurt, Milan and Madrid.

Members are paying their own expenses.

The group will try to win European customers for such Mississippi products as poultry, beef, soybeans, cotton, machinery, chemical fertilizers and lumber.

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BIC helps find agents

Service provided by unit in Commercial Intelligence Division reduces guesswork

By STANLEY LICHTENSTEIN
Staff Writer

Impulse marketing—like going off to find uranium with a divining rod—may be picturesque, but it seldom pays off. American firms seeking new world markets, but not wanting to start from scratch, may make use of the Trade Contact Survey (TCS) offered by the U.S. Department of Commerce.

This service is designed particularly for the company in need of overseas agents or distributors for its products. When satisfactory trade connections are hard to come by—even with the aid of such information sources as the Bureau of International Commerce's Trade Lists, Trade Opportunities and World Trade Directory reports—a Trade Contact Survey is the next logical step.

A chain of actions is set in motion when a firm applies for the service. An international trade analyst at the Field Office interviews the applicant, if possible. The TCS Unit, coordinating with the Field Office and other Commerce Department units in screening the application and supporting material, transmits instructions to appropriate Foreign Service posts abroad.

Appraisal

Questions explored by the TCS Unit in processing the application include:

What is the marketing situation of the applicant company in terms of its size, background and operations?

Is its promotional material adequate?

Is the proposed Survey feasible from the standpoint of tariffs and trade regulations, local tastes, competition, etc., as appraised by specialists in the Office of International Regional Economics (OIRE) and the Business and Defense Services Administration (BDSA)? Sometimes an application is returned to the originating firm because existing problems or restrictions in the proposed market make it inadvisable to proceed.

In the absence of major obstacles, an instruction to the appropriate Foreign Service post is dispatched along with the firm's application and supporting material. Within 90 days the Survey report comes back complete with names and addresses of suitable foreign trading partners (agents, distributors, wholesalers or manufacturers under license), evaluations of local businesses interested in the proposal, and data on market and trade regulations. The cost of the service to the applicant is $50.

Living dangerously

This systematic kind of approach appeals to most businessmen. For those who prefer excitement and danger, there are alternative procedures. Take, for instance, the company executive who plans a trip abroad to call on agents and customers, iron out some problems that have come up, and investigate sales possibilities in one or two other countries.

Little preliminary market research precedes his visit to the new marketing areas, although the executive may have a lead or two furnished by colleagues. He may also have written some letters or even consulted his banker.

If his luck is good he may, on his foreign tour, spend a few days sizing up the market in conversation with various sources and then—eventually—get in touch with just the right dealer for his product.

More likely, he will waste valuable time talking with the wrong people. Indeed, he may be looking at the wrong market entirely. If he does not come to the abrupt conclusion that there is no market for him after all, he may wearily appoint as his agent the first local firm expressing an interest. He simply hasn't had time to investigate more thoroughly.

Better returns

Less sporting, but reaping more substantial rewards, is the modern American businessman whose trip is taken only after consulting all sources of business information on the countries he is considering. One of his first calls is to a U.S. Department of Commerce Field Office, where he obtains current marketing data and trade leads on each country.

He may use Trade Lists for the names of appropriate firms abroad for direct correspondence. He may request World Trade Directory reports on firms that look promising. And, for on-the-spot investigation by a Foreign Service Officer in any given country, he may apply for a Trade Contact Survey.

Thus armed, Mr. Modern American Businessman may alter his travel plans by eliminating marginal calls or adding

more promising stops to his itinerary. Arriving in a new marketing area, he has a good preliminary idea of what to expect, and he knows what he is after and whom he will see. The point was driven home recently when a Texas businessman, aided by the Dallas Field Office, arrived in Tokyo to find a local entrepreneur awaiting him with a sign reading, "Welcome, Harry W. Carroll, United States."

Satisfied users

Comments of some of the more than 1,500 firms which have used Trade Contact Surveys, responding to Field Office inquiries, indicate the kind of results they have obtained:

"The Trade Contact Survey uncovered several possible distributors and was very useful in providing other market data which helped us to make our decision."

"In the past two years we have had six Trade Contact Surveys conducted for us and I am happy to report that we have been more than satisfied with the results."

"We have concluded an agreement with a distributor for the importation and sale of all three of our products into Japan. . . . All in all, Japan looks like an excellent potential market for us and we appreciate the help your department has given us."

First order

"I am very pleased to advise you that the commercial attache did a splendid job for us in Germany. . . . We consummated a deal while I was in that country and received our first order for $18,500. Shortly thereafter a re-order was received for the same amount."

"We intend to continue using this service as long as it is available since we are apparently getting better agents by this method than any other."

"We reviewed and evaluated these surveys and concluded that our product is too specialized and engineered for run-of-the-mill agents or distributors to handle. . . . We are now convinced that the only direction for us to go is to appoint a suitable licensee to manufacture our product. Thus the surveys were extremely beneficial in that they helped us to make an important decision as to which direction we should go in order to increase our sales in foreign markets."

No 'nasty letter'

Answers to the Field Office inquiries add up to a general vote of confidence in the value of the Trade Contact Surveys —plus some constructive criticism about possible improvements in details of the technique. More gratifying, perhaps, than any other response was the one from an executive who explained his failure to comment earlier in this fashion: "As you know, we had the Department of Commerce do a Survey for us in about seven countries prior to my going over. Quite naturally, if we had been displeased with the service I would have written you a nasty letter saying so. . . . Our company, at least, feels that this Trade Contact Survey is a very valuable first step for a manufacturer who is considering export of his products."

How to apply

Executives who wish to take this step should obtain Form IA-963 (Application for Assistance in Selecting an Agent or Distributor Abroad) from the nearest Department of Commerce Field Office or from the Department of Commerce in Washington.

Write: Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Manpower dearth spurs specialized imports to Germany

De Paul seminar hears analysis by Commerce Department official

American exporters can find in West Germany "good sales opportunities . . . for any items which provide a saving in manpower—such as food processing, freezing and packaging, and institutional catering equipment," the Executives' Seminar on Doing Business in Germany was told.

ZENER

The two-day seminar at De Paul University, Chicago, heard Margot W. Zener, U.S. Department of Commerce economic specialist on Germany, give a detailed analysis of marketing problems and opportunities.

The acuteness of the German labor shortage, she noted, has led to "such interesting experiments as the opening of a grocery store designed like an automat in order to minimize the need for personnel."

The country's increasingly prosperous 58 million people, the speaker said, offer markets for well designed, competitively priced and promptly delivered producer and consumer goods—particularly if service guarantees are provided and parts inventories maintained. By way of illustration, she cited:

► Rising construction of new homes and modernization of older ones, creating a demand for plumbing, heating and air-conditioning equipment.

► Growing concern about urban problems, making for good prospective sales of air-pollution and noise-abatement equipment.

► German hospital administrators' desire to have disposable linen, "which would save the manpower now involved in washing, drying, folding and sorting linen, as well as be useful for hygienic purposes."

► The outstanding success of capital-goods exhibits at the U.S. Trade Center in Frankfurt—including industrial fasteners, training aids for industry, and commercial laundry and dry-cleaning equipment.

► A growing consumer craving for specialty foods, sports clothing, better housing, distinctively-styled furniture from modern to Early American, do-it-yourself and hobby equipment, and pleasure boats.

Roster of speakers

Various sessions of the seminar were led by diplomatic officials, businessmen, economists and university professors including Ernst Jirka, first secretary of the German Embassy, Washington; Norman J. G. Pounds, Indiana University geography professor; James A. Hart, dean, De Paul College of Commerce; Lajos Schmidt and Friedrich J. Weinkopf, Baker, McKenzie & Hightower; Gunther Schmidt-Weyland, New York manager for Dresnder Bank A.G., Frankfurt; Neil A. Franzen, Continental Illinois National Bank & Trust Co., and Richard J. Bannon, Arthur Young & Co., Chicago.

TARGET: BEEF EXPORTS

Building up beef export markets is a special concern of a committee set up by Mississippi's Marketing Council, as neighboring Alabama cattlemen prepare to ship several thousand head of cattle this month to Italy and possibly West Germany.

Southern states, including Louisiana, Mississippi and Alabama, are among major cattle producers but their animals are regularly shipped out of state for feeding and then bought back. Cattle industry leaders are out to improve this situation.

Balance of payments improved in 1st quarter, but still adverse

President's plan to improve situation announced in mid-quarter; dock strike was largest single factor hindering strong recovery

The first quarter balance of payments —measured by changes in official reserve assets and in liquid liabilities to foreigners —recovered strongly from fourth quarter 1964.

In late 1964 several special developments—including a temporary reduction in investment incomes, a concentration of previously postponed purchases of newly issued foreign securities, large increases in bank loans, and the postponement of the annual receipt of interest and amortization on the British loan—had all contributed to a sharply adverse movement in the balance. The readjustment in some of these transactions contributed to the improvement in the first quarter.

Seasonal factors during the first quarter—primarily the relatively small amount of travel expenditures abroad, and related fare payments to foreign carriers—also were a major factor reducing net transfers of dollars to foreign accounts.

The program to improve the balance of payments announced by the President on February 10 did not have sufficient time to be fully effective during the quarter.

The major adverse development during the quarter was the tie-up in the shipping industry during a large part of January and February, and for some ports into the early part of March. For the quarter as a whole, exports dropped more than $1 billion under the amount for the previous quarter, and imports were about $225 million smaller.

In the second quarter, when the remaining backlog of export shipments will be moved out, the balance can be expected to be temporarily improved.

The loss in reserve assets during the first quarter amounted to about $840 million, of which about $830 million was in gold. This was the largest loss in any single quarter since the fourth quarter of 1960. The gold purchases by foreign countries were partially due to large dollar accumulations abroad in earlier periods.

Foreign holdings of deposits in U.S. banks, marketable Government securities and open market paper declined by about $670 million, but holdings of special nonmarketable convertible Government securities rose by $50 million. The combined change in monetary reserve assets and these liabilities during the first quarter thus was adverse by $224 million.

Seasonal adjustments which are still preliminary raise this amount by about $485 million to slightly over $700 million.

Data for special transactions during the quarter are not yet available, but rough estimates indicate that receipts on military account exceeded shipments by about $50 million, and that nonscheduled receipts on Government loans were about $8 million. Excluding these special receipts of $58 million, net payments on other or "regular" types of transactions, after seasonal adjustments, were about $767 million. This was about half of the corresponding figure for the last quarter of 1964.

The first two months of the first quarter appear to have had relatively high adverse balances, reflecting in part the strike in the shipping industry, and partly large outflows of capital through bank loans with a maturity of over one year. In March the balance improved very markedly as shipping activity was resumed, affecting exports considerably more than imports.

More complete data and analysis will be published in the June issue of the Office of Business Economics' monthly *Survey of Current Business*, which is available from field offices of the Department of Commerce, or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

March trade totals soar to unprecedented level; new peak of $2.8 billion

U.S. trade totals for March were boosted to unprecedented levels by the accelerated pace of cargo movements following the openings between Feb. 12 and March 13 of the East Coast and Gulf ports, which had been closed on Jan. 11 by the longshoremen's strike.

Exports, excluding military grant-aid, jumped to a new peak of $2.8 billion in March, one-third greater than the seasonally adjusted monthly figure of $2.1 billion of March 1964. Imports increased nearly one-fourth over March 1964 to a record $1.9 billion.

As a result of priorities given to the unloading of incoming vessels and a number of other factors related to shipping and trade practices, exports were disrupted to a greater degree than imports both before and after the strike. Consequently, during the strike-affected months of January and February, shipments fell 33 percent below the first two months of 1964 as compared to a drop in deliveries of only 3 percent.

Because of the greater impact of the strike on exports, shipments in the first quarter of 1965 were one-tenth lower than a year ago, despite the surge in March exports. Imports in the first quarter, on the other hand, were 6 percent higher.

Although there was relatively no export surplus for the period January-February 1965, the strong recovery of exports in March generated a trade surplus for the first quarter of 1965 of $3.5 billion, at the annual rate.

The trend for both exports and imports through March 1965 have been obscured by the disruption in the movements of trade at the strike-affected ports. It will be another month or more before any measures of trends will become apparent.

March Exports Rebound After Strike

Time period	Monthly rate		Annual rate	
	Exports*	Imports	Exports*	Imports
	(Millions of dollars, seasonally adjusted)			
March 1965	2,753	1,869	...	...
February 1965	1,593	1,601	...	...
January 1965	1,217	1,206	...	...
March 1964	2,074	1,590	...	...
December 1964	2,430	1,642	...	...
January-March 1965	1,854	1,559	22,252	18,704
October-December 1964	2,261	1,629	27,128	19,550
January-March 1964	2,054	1,471	24,652	17,657

* Excludes military grant-aid.

U.S. trade sights cannot be too high, Connor suggests

A high-priority Commerce Department program calling for sharper focusing on specific foreign trade opportunities—with emphasis on mapping new approaches for smaller firms to overseas business—was outlined by Secretary of Commerce John T. Connor in his May 19 World Trade Day Luncheon address in New York City.

Before proceeding to a detailed discussion of progress made and yet to be made towards an improved U.S. balance of payments, the Secretary presented an "E"-for-export-excellence award to W. J. McNeil, president of Grace Line, Inc., in recognition of accomplishments of the line's Trade Development Office and its contributions to the Mobile Trade Fair program.

Secretary Connor also paid tribute to companies like General Electric, Pillsbury, Borg-Warner, International Telephone & Telegraph, and Thompson Ramo Wooldridge for their "piggyback" exporting technique by which additional U.S.-made products are marketed through their distribution systems abroad.

Assessing future possibilities, Secretary Connor said the experience of Europe's Common Market, with its better than 20%-a-year trade growth, suggests that U.S. exports could reach "more than $60 billion by 1975 instead of the $38 billion we are projecting."

Caracas conference to accent initiative

A large attendance of executives who manage industrial development programs is expected at the Inter-American Seminar on Organizing and Promoting Private Enterprise and Local Initiative, to be held June 15-17 in Caracas, Venezuela.

The meetings will be full of PEP—"private enterprise promotion," a program funded by the Agency for International Development. The Caracas seminar will be part of the PEP program.

With all sessions scheduled to take place in the Hotel Macuto-Sheraton, La Guaira, the draft program calls for:

TUESDAY, JUNE 15

9 a.m. Opening session, "Organizing for Area and Industrial Development."

12:30 p.m. Luncheon, world premiere of new motion picture on industrial development in Latin America.

2:30 p.m. Panel discussion of development organization concepts, with spokesmen for a Central American national development agency, a Canadian provincial organization, a South American departmental group and a U.S. rural community group.

WEDNESDAY, JUNE 16

9 a.m. Theme, "Preparing a Competitive Industrial Development 'Package.'"

12:30 p.m. Luncheon, "Meeting Global Competition in Industrial Development."

2:30 p.m. Panel discussion on building a competitive package.

THURSDAY, JUNE 17

9 a.m. Theme, "Research, Promotion and Selling."

12:30 p.m. Luncheon, "The Vital Role of Private Enterprise in Area Development."

2:30 p.m. Panel on promoting private enterprise and industrial development.

Write: Inter-American Seminar, Conway Research, Inc., 2600 Apple Valley Road, Atlanta, Georgia.

Machines for making concrete pipe spread firm's name around the globe

Sioux City, Iowa company has sold about 20% of its output overseas

The Concrete Pipe Machinery Co. of Sioux City, Iowa, is another mid-continent business that has found friends and profits thousands of miles beyond the U.S. shoreline.

Since 1926, when the first of its patented McCracken Packerhead pipe-making machines was exported to El Salvador, overseas business has been a vital factor in the firm's overall sales picture. About 100 of the almost 500 machines Concrete Pipe has produced in its 55-year history have been sold abroad, with 25 going to Venezuela and 15 each to Canada and Mexico.

The rest are scattered among 34 other countries, justifying the company's claim that McCracken-made pipe stretches around the world.

New customers are joining the list each year, with Portugal and West Germany receiving their first machines during 1964.

A former company president said that "strangely enough, our best competitors are also Iowa firms, and they make excellent machines. Our chief competition overseas comes from Denmark, Germany and Switzerland. While their machines turn out good pipe, they can't begin to match our production rate. Of course, they don't cost as much either."

However, the higher costs haven't kept Concrete Pipe from mounting a crackerjack overseas selling effort. Multi-lingual sales literature extols the glories of McCracken machines in the customer's own language, and Concrete Pipe officials spend a good bit of their time overseas looking for new customers. Several prospective foreign buyers are shown around the Sioux City plant, and many have ordered McCracken machines right on the spot.

The company's experience points up the same lesson that thousands of other U.S. firms have learned in recent years: "If your product's good enough, it will sell anywhere."

The Government thought enough of Concrete Pipe's export activities to award the firm the "E" for Export award. You can't do much better than that.

Need for nondestructive testing and measuring apparatus reported in U.K.; plan special exhibition

Opportunities to make off-the-floor sales, develop repeat orders, appoint agents and distributors presented U.S. manufacturers by U.S. Trade Center in London

Britain's drive to increase productivity by modernizing its industrial capacity has created a demand for nondestructive testing and measuring apparatus. To capitalize on this opportunity, a show has been set for the U.S. Trade Center in London Nov. 2-12 to allow American manufacturers and suppliers to demonstrate their products to potential British buyers.

Sponsored by the Bureau of International Commerce (BIC), the show will provide U.S. exhibitors with opportunities to make off-the-floor sales, develop repeat orders, and appoint agents and distributors.

British industry is ready to invest in the latest and more sophisticated equipment and testing techniques, in order to compete more effectively in world markets, according to a recent survey made for BIC. Nondestructive testing technology has become increasingly important in the production of components of controlled quality, the study showed.

The most rapid growth rates in total industrial output in the United Kingdom are forecast for chemicals, electricity, electronics, petroleum, motors, electrical machinery and machine tools. The output of the building and civil engineering industries, and iron and steel, also are expected to increase. These industries require systems essentially free of faulty and contaminating hazards. Acceptance standards leave little margin and call for adequate use of nondestructive testing, measuring and analysis devices.

Equipment needed to supply British industry, universities, Government research laboratories and technical schools with the testing and measuring capabilities which they seek—and which offers American businessmen the best sales potential—includes:

Industrial X-ray units; electrical and electronic testing equipment; isotopic gauging equipment; sonic and ultrasonic testing equipment, and advanced optical electronic instruments.

Firms show interest

U.K. firms also have expressed special interest in the following nondestructive systems:

Ultrasonic contact; magnetic particle; infrared and thermal; microwave; portable and fixed unit X-ray; fluorescent penetrants; eddy current; irradiators; scanners; TV fluoroscopic; electro-magnetic, and isotope radiographic and gauging.

Write: Bureau of International Commerce, code 8194, U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202 WOrth 7-4652), or contact any Commerce Department Field Office.

Two trade fairs open to U.S. exhibitors in Africa

Two trade fairs scheduled in Johannesburg, South Africa, next fall offer an opportunity to introduce certain types of U.S. products into that market, according to the American Consul General there.

Electra 65 is a combined electrical and electronic exhibition to be held at Milner Park Sept. 15-22. Equipment to be shown will range from largest switchgear to smallest transistor.

The Mechanical Engineers Exhibition will open Oct. 20, featuring machine tools.

Write: Scientific, Electronic & Engineering Exhibitions (Pty.) Ltd. 412A Transvalia House, 21 Stiemens St., Braamfontein, Johannesburg, South Africa.

National Trade Council supports payments program, stresses exporters interest

E. S. Hoglund, Chairman of the National Foreign Trade Council, has assured the Chairman of the Balance of Payments Advisory Committee of the Department of Commerce, A. L. Nickerson, of his confidence that NFTC members throughout the country support President Johnson's voluntary balance of payments program.

At the same time, Hoglund noted that "the dynamic role of international business investment in stimulating economic growth, here and abroad, and in creating new income-producing opportunities is by no means as widely or as fully understood as it should be." He added that the Council was especially appreciative of the recognition which the Administration has given to these conditions in setting up this program on a voluntary and flexible basis.

With respect to expanding export trade, he expressed the hope that both the Advisory Committee and the Department of Commerce will be prompt to assert the interest of the exporter and to urge such modification of the guidelines governing the extension of export financing as may be required "to assure that potential exports are not thwarted nor export sales opportunities lost" in consequence of restrictions.

40 U.S. firms represented by agents in Finnish fair

Finnish representatives of 40 U.S. firms whose products were exhibited in Helsinki's Heating, Plumbing, and Air-Conditioning Equipment Fair predict increased sales resulting from the trade fair.

The U.S. Commercial Attache in Helsinki interviewed the agents of the U.S. firms after the fair closed April 14 and found that while immediate sales orders were limited, most exhibitors were pleased with the attendance. Officially it was reported that over 28,000 visited the fair, and over 15,000 were said to be potential buyers.

A total of 486 manufacturers, 153 of them Finnish, participated. The only foreign country to participate officially was Italy. In addition to the Italian exhibit, a total of 303 other foreign companies displayed their wares through their local distributors or agents.

76 U.S. firms exhibit at Budapest Trade Fair

Visitors to the Budapest International Fair, scheduled to open May 21, will find the products of 76 U.S. companies demonstrated in the U.S. Pavilion during the 10-day event.

Among the exhibits are a modern U.S. home showing a completely equipped kitchen, recreation room, and home work shop. A conveyor system operated by specially trained Hungarian blind workers is demonstrating the way in which American firms use handicapped people productively.

Progress in agricultural techniques, in communications, transportation, food processing and packaging illustrate the theme of the U.S. exhibition, "Production for Human Progress."

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, was designated as the U.S. representative at this country's first participation in the Budapest Fair.

Attaches from Malaysia, Turkey here to consult

Commercial attaches from two U.S. embassies overseas will be available for consultation with businessmen in the U.S. next month.

Arthur C. Lillig, commercial attache in Ankara, Turkey, will be in the Department of Commerce New York Field Office June 1-2, the Philadelphia Field Office June 3 and the Chicago Field Office June 11.

The New York and Philadelphia dates mark a change in Lillig's previously announced itinerary. He also will be available for consultation in the Seattle Field Office on a date to be set next month.

Cornelius J. H. Goinga, commercial attache in Kuala Lumpur, Malaysia, will be available for consultation in the San Francisco Field Office June 11 and the Seattle Field Office June 14.

London Hardware Fair scheduled for April 25, '66

The American Embassy in London has advised that the International Hardware Trades Fair will be held next year in the Empire Hall, Olympia, from April 25 to 29.

Audio-visual show at London Center drew record crowd

Wide mailing of invitations was followed by many requests for additional passes to exhibition

A record attendance was generated by the exhibition of audio-visual equipment and training aids which were shown at the U.S. Trade Center in London May 11-21.

A big mailing of invitations to all sections of the teaching profession and to trade and industry generally brought requests for additional tickets from all parts of Britain and from a wide variety of interests.

A press preview of the exhibition was attended by 60 reporters and many specialist writers on the subject visited the show each day. It was also featured on radio and television.

The guest list at the opening day reception illustrated the wide interest that exists in Britain for equipment of this kind. A total of 230 guests included leading representatives of many sections of the business community, the Ministry of Education and other Government departments; the education departments of many local authorities; educational institutions from Universities and colleges of technology to elementary schools; hospitals; the churches; such public services as the police force and fire-fighting and ambulance departments; the advertising industry and market research organizations and others.

Twenty-nine American manufacturers took part in the exhibition. Several items new to the U.K. market were on view, notably a revolutionary computerized learning system manufactured by the Thomas A. Edison Laboratory and shown at the exhibition by the Responsive Environment Corporation. Known as the Edison Responsive Environment System, it is designed to teach preschool—and particularly handicapped—children how to read. It was shown for the first time outside the United States and drew considerable attention from Britain's educationalists and the press.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

NEW AID TO LEARNING, the Edison Responsive Environment System, is demonstrated at London Center.

Poultry equipment at Frankfurt show

U.S.-made poultry raising equipment and baby chicks hatched from an American developed special strain of eggs were featured in the U.S. Trade Center May 5 to 12. Egg washing and sorting machines were shown and their use may result in the German housewife buying washed eggs for the first time in German supermarkets, a U.S. custom previously frowned on there.

Sales to Argentina dip

U.S. price levels, lack of attractive financing terms hurt export outlook

The outlook for U.S. exports to Argentina over the next year or two is not promising. While 1964 has been a year of substantial recovery in agricultural and industrial output, inflationary pressures and balance of payments problems may limit short-term growth rates.

The main problem in Argentina's balance of payments is the servicing of a large volume of short-term debt that comes due in 1965 and 1966. The Government has already placed restrictions on foreign exchange transactions and capital goods imports. As capital goods have represented from 60 to 75% of U.S. exports to Argentina since 1959, U.S. sales in 1965 seem likely to suffer.

There is still little evidence that U.S. direct investments for new plant and equipment or for expansion of existing facilities in Argentina are recovering from the low level of 1963 and 1964. Foreign investors seem disposed to await the outcome of Government efforts to deal with inflation and foreign-debt servicing.

Overall prospects good

Nevertheless, longterm prospects for increasing U.S. exports to Argentina are good, if adequate financing is forthcoming, U.S. direct investments recover the rate they had in the 1959-62 period, and U.S. suppliers aggressively push sales. The most important factor promoting increased U.S. exports to Argentina is that country's need to move beyond its present industrial stage of import substitution to one in which it can lower costs enough to compete in the Latin American and world markets for manufactured goods. To reach this stage, Argentina must import machinery and equipment of sophisticated design, and the U.S. is in the position to supply it.

A second important factor is the Five-Year Development Plan. Transportation, petro-chemicals, metallurgical and electric power will receive priority treatment under the plan. U.S. suppliers should be able to hold their own in these sectors.

In many product lines—machine tools, diesel locomotives, electric power generating equipment, large passenger aircraft—U.S. suppliers have been losing ground not only because of higher prices, but also because attractive financing was either not made available or not furnished quickly enough.

Can offset price

While many U.S. prices won't soon be brought into line with foreign competition, attractive financing often can offset the price factor.

Better financing terms are also necessary for the health of the Argentine economy. A repetition of the present excessive debt-servicing load resulting largely from too-short terms in suppliers contracts must be avoided.

United States exports to Argentina reached a peak of about $400 million in 1962, or about 29.2% of total Argentine imports. In 1963, imports from the United States fell to about $242 million, or 24.7% of the total. U.S. exports amounted to $255 million, or 23.7% of total Argentine imports in 1964, continuing the decline.

It seems improbable that the U.S. will be able to hold its 1964 share of the Argentine market over the next two or three years.

Actually favor U.S.

Nevertheless, Argentine policies promoting import substitution and high protectionism, far from militating against U.S. exports, have modified the Argentine import structure in favor of commodity sectors in which U.S. suppliers can best compete—automotive parts and components, metalworking machinery and machine tools, chemical plant and electronic field equipment, mining and construction equipment, and data processing machines.

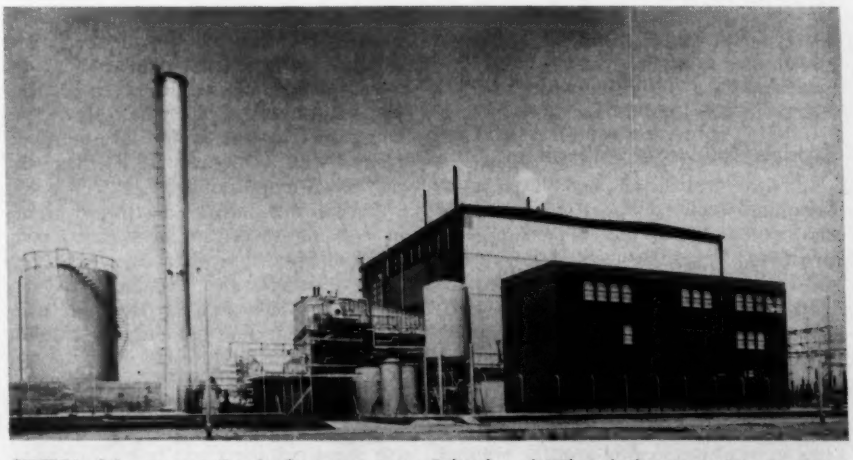
These product lines accounted for the United States expanding its exports to Argentina from $1 billion in 1954-58 to $1.5 billion between 1959-63, and increasing the U.S. share of the Argentine market from 17.6% in the first period to 25.6% in the second.

The competitiveness of U.S. manufacturers in the "machinery and vehicles"

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.



SIDERCA, S.A. power station in Campana uses a Babcock and Wilcox boiler to produce its power.

OFFICE BUILDINGS and commercial banks line this busy street in the Buenos Aires business district.

category is only part of the reason for the growth of the United States share of the Argentine market between 1959-63.

Perhaps even more important was the growth of American subsidiaries and affiliates in Argentina, with a net direct investment amounting to $439 million compared to a net disinvestment of $76 million in the 1954-59 period.

Exports follow investment

In this regard, all U.S. exports to Argentina destined for the automotive and related tractor and other supplying industries, including synthetic rubber and vehicle tires, probably accounted for $350-$400 million in the 1959-63 period. Almost all of this sum was imported by U.S. subsidiaries, affiliates, and licensees operating in Argentina. There are several other examples of the relationship between the involvement of American firms in local production and the volume of imports from the U.S.

The participation of American firms through technical assistance in the growth of the local steel industry has boosted imports of whole lines of production equipment from the U.S. Eximbank financing has been the primary factor generating imports from the U.S. in the steel, power, and transportation lines, but the considerable local production being carried out under license agreements with American firms has also played an important role.

Unless the current downward trends in U.S. direct private investment, competitive prices between the U.S. and Europe, and export financing terms are reversed, U.S. exports to Argentina seem destined to decline not only in absolute value but also relative to other foreign suppliers.

The major decline in U.S. exports to Argentina in 1963 occurred in automotive and truck parts and four other product lines: construction machinery, diesel-electric locomotives, electric generating equipment, and textile machinery. U.S. products largely imported by the automotive and tractor industry declined by about $68 million, equal to 44% of the decline in total U.S. sales to Argentina. Imports in the other product lines were $66.3 million below 1962, equal to about 42% of the fall in total U.S. exports to Argentina.

A decline in demand due to a general business recession was the principal cause of declining production in the automotive and tractor industries during 1963. However, the decline in the U.S. share of the market for automotive and truck parts seems due to a shift in demand to smaller European cars.

Normal competitive factors (prices, quality, delivery time, and financing) do not seem to affect the importation of automotive and tractor components. These imports depend on the production plans of Argentine subsidiaries, which in turn depend primarily on evaluation of the present situation and short-term prospects of the internal market.

With respect to machinery and equipment used by the automotive industry, however, there is evidence that normal competitive factors were operating against U.S. suppliers. As they become more autonomous from the head office in their procurement activities, U.S. subsidiaries seem to import more and more of their machinery from European suppliers.

As the subsidiaries learn more about non-U.S. products and become more open to the sales promotion efforts of foreign suppliers, they tend to obtain equipment on the best terms available, rather than on the basis of their original preference for U.S. products. The best terms, for the present at least, seem to be offered by European suppliers.

U.S. exports to Argentina declined by $66 million in four important product lines in 1963, and the U.S. share of the market in each of the four lines suffered substantial declines as shown in the table.

Highway machinery

Highway construction machinery represents by far the largest part of imports in the mining and construction equipment category. The fact that U.S. suppliers accounted for $119 million, or 64.8% of Argentina's total imports in this category over the 1959-63 period appears due to the superior quality of U.S. equipment and the financing made available by the Export-Import Bank. At least $25 million in credits were extended by the Bank for highway equipment.

The decline in the U.S. market share

does not appear to reflect any important change in the normal preference of Argentine construction firms and state agencies for U.S. highway construction equipment. It reflects primarily the suspension of a large highway program which the National Highway Administration had begun in 1960 and which was to have continued through 1969. Lack of funds caused the program to begin to languish in 1962, and it has not yet recovered.

Diesel-electric locomotives

The decline in the U.S. share of the market for diesel-electric locomotives and parts from 93 to 32% in 1963 is due to large sales by Italian suppliers, principally Fiat, and Canada's entry into the market. The Canadian shipments reportedly resulted from the decision of a U.S. producer to utilize its Canadian production facilities to take advantage of the attractive export credits made possible by the Canadian Government.

There is no simple explanation for the decline in the U.S. share of the market for electric generating equipment from 31% in 1962 to 12% in 1963. Factors such as the generally higher prices of U.S. equipment played a part, but they do not explain the sharp fluctuations.

Argentine imports of electric generating equipment depend on other important factors besides prices: plans of the private and public electric power companies, the external financing available, corporate or personal inter-relationships between private local power companies and foreign suppliers, preferences of foreign subsidiaries for equipment from their parent countries, and delivery times.

The decline in U.S. direct investment in 1963 appears to have reduced purchases of generating equipment for auxiliary power plants by local manufacturing subsidiaries of U.S. companies.

The history of Argentine imports of electric power generating equipment over the last few years suggests that U.S. suppliers will have their ups and downs in the years ahead, but that the long-range trend is against them unless they are able to offer better financing.

Textile machinery

Argentine imports of textile machinery and equipment were at an unusually high level in 1962, due to a relaxation of import surcharges to permit the entry of machinery to modernize production facilities.

A successful campaign by the National Association of Textile Manufacturers resulted in import surcharges (300% in 1959) being reduced to the relatively low average level of 40% reached early in 1961. In the prosperous import period that followed this surcharge reduction, the bulk of the initial sales were in the spinning and weaving fields, where American machinery is highly respected.

More recently, sales of bleaching, dyeing, finishing and printing machines have comprised a greater percentage of the market, and the U.S. has not fared as well. In these categories, local textile producers claim that smaller runs involving frequent changeovers are handled better by European machinery.

American high speed automatic ranges utilized in "finishing" processes are unsuitable in an industry characterized by numerous small volume producers.

The local textile industry's recognition that more high-volume integrated equipment must be acquired if Argentina is to compete successfully in LAFTA and world markets may improve chances for future U.S. sales.

	1962		1963	
	From U.S. ($ millions)	% of Arg. Imports	From U.S. ($ millions)	% of Arg. Imports
Mining and construction equipment	34.5	62	11.5	50
Diesel-electric locomotives and parts	30.5	96	9.5	32
Electric generating equipment	20.9	31	5.9	12
Textile machinery	10.8	30	3.5	21
Totals	96.7	51	30.4	26

Recent trade

Total Argentine imports were $1,077 million during 1964, of which $255 million came from the United States. This is a surprisingly high figure, considering the restrictions on capital imports which have been in effect since April 1963, the importance of capital goods in U.S. exports, and the decline in direct U.S. investment and Eximbank financing.

U.S. exports of automobile and truck parts to Argentina were $21 million in the first six months of 1964, compared to $28.5 million for the 12 months of 1963. The U.S. share of the market rose from 48 to 57.3%. While slight increases in the U.S. share of the Argentine market also occurred in construction equipment, oilfield machinery, textile machinery and data processing machines, there were declines in the rest of the important U.S. exports of machinery and vehicles.

In the important raw materials, semi-finished goods and miscellaneous product lines, the U.S. share of the market increased from 12.4% in 1963 to 22% in the first half of 1964.

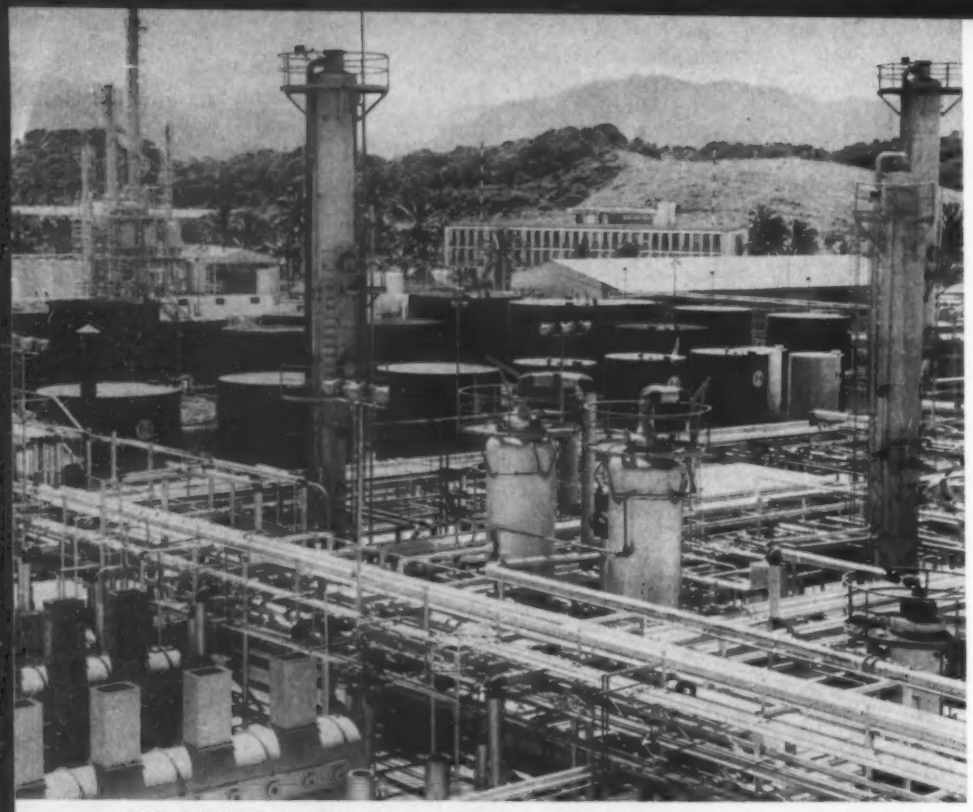
The U.S. suffers from a competitive disadvantage in many of these commodities due to higher freight rates from the U.S. than from Europe, and from the generally higher U.S. prices—with the greater emphasis on the price factor. This cost differential is increased by high import surcharges based on c&f value. However, in 1964 the increased local and world demand for iron and steel products raised prices and extended delivery schedules to the point where the U.S. is in a better position to compete with traditional European suppliers of semi-finished iron and steel.

Surge in U.S. sales

In chemicals, the increased local production, much of it by U.S. interests producing in the local market, resulted in an upsurge of raw material imports from the U.S. during the first six months of 1964.

Despite the increase in the first half of 1964 in the U.S. share of the market there does not appear to be much hope of expanding the U.S. share of the market in these lines by any appreciable percentage over the foreseeable future. The main items in terms of value of these imports from the United States in the first half of 1964 were coal, synthetic rubber, steel products, aluminum ingots and bars, plastic sheets and tubes, tin plate, chemical and pharmaceutical products, wood pulp, scientific instruments and newsprint. These products represented about $26.7 million or 91% of total imports in this group purchased during this period.

Products such as synthetic rubber, plastic sheets and tubes, and chemical and pharmaceutical products, are increasingly being made in the country or will soon be manufactured there. Others like wood pulp and newsprint must contend with severe price competition from countries with natural cost advantages. All in all, the main hope of expanding the present U.S. share of the market still depends on the more complicated capital goods and large aircraft.



THIS EXPERIMENTAL refinery is constantly trying to find better ways to process Venezuela's huge oil output. The above section develops methods for extracting aromatics from petroleum by-products.

Expanding economy and political stability cheer Venezuelan traders

Bond issues try to obtain private foreign funds for development; ending of import subsidies boosts prices of some articles

Business optimism remained strong as the Venezuelan economy continued to expand rapidly during the last quarter of 1964 and the first quarter of 1965. The seasonal year-end increase in demand for goods and services was stronger than at any time in the last five years and economic activity continued to grow during the new year. A high level of confidence was due to both the economic expansion and to political stability.

The formation of a tripartite government coalition in November boosted confidence in the continued political stability of the country. The so-called Broad Based Government (Amplia Base) is made up of President Leoni's Democratic Action Party (AD), the Republican-Democratic Union (URD), and the more recently founded National Democratic Front (FND). Thus far, the coalition has functioned smoothly and appears to have provided a new impetus to President Leoni's Administration.

The 1965 budget authorization, passed in December, amounted to 7,260 million Bolivares (1 Bolivar = $0.22), and was unchanged over the previous year. Internal public debt and external debt were both reduced during 1964. The fiscal surplus helped offset the inflationary impact of foreign exchange measures and an increased money supply.

Two New York underwriters published a preliminary prospectus for a $15 million Venezuelan Government bond issue in April. This is essentially a trial issue designed to test and condition the market for more significant future issues. Venezuela hopes to follow the example of recent successful Mexican bond issues in tapping private as well as public foreign sources for financing its development program.

Venezuela's gross domestic product expanded about 7% in 1964, compared to 4.1% during the previous year. Industrial production, construction, and electricity production increased at a combined rate of 14% to lead the expansion, compared with 9% in 1963. The expansion was only a little higher than 2% per capita because of the very high level of population increase (about 3.5% annually).

A major factor in the increased 1964 growth over 1963 was the strong improvement in the export sector which expanded 5.7%, compared to about 1% in 1963. In terms of prices, however, the improvement in the export sector was partially offset by declines in petroleum and iron ore prices during the year.

More critical test

Although the investment level increased, increased 1964 production was based on use of previously idle capacity and not on an expansion in productive capital investments. The current year may represent a more critical test of Venezuela's ability to maintain a high growth rate, as the need for a significant increase in new investment becomes more widespread. Prospects for this are good, but are somewhat clouded by increased inflationary pressures and the generally unencouraging price outlook for the petroleum and iron mining industries.

Petroleum production averaged 3,422,000 barrels per day during 1964, an increase of 4.6% over 1963. However, government oil revenues are not expected to increase as much, due to an estimated drop of 3% in petroleum prices during the year. New discoveries in deep-well drilling contributed to a 1.29% increase in Venezuela's proven reserves, which are now estimated at 2,754 million cubic meters.

New investments in the industry totaled over $176 million compared to less than $111 million in 1963.

The Government recently announced that the Corporacion Venezolana del Petroleo (CORVEPET) is considering the installation of a plant for liquid methane gas with participation of private European capital.

The domestic marketing of petroleum products has been placed under government control. The same decree also provides that CORVEPET be allocated a share of the domestic petroleum products market, which should amount to one-third of the market by the end of President Leoni's term in 1969. A commission will allocate new service stations based on estimates of annual increases in consumption of petroleum products.

Iron ore production in 1964 amounted

to 15.65 million metric tons, representing an increase of 28% over 1963. However, falling ore prices offset some of the benefits of increased production. A Government commission for iron has been established to counteract the downward trend in iron ore prices and to consider the possibility of an international organization consisting of iron-ore exporting countries.

Import subsidies dropped

At the end of 1964, the Government removed its import subsidies from all but two classes of items (dried skim milk and wheat), and the country's international commerce began to operate with an almost unified exchange rate system.

Among those items deprived of subsidized import rates were beans, rubber, oils, pharmaceuticals, agricultural machinery, and tinplate. As far as trade was concerned, the most important result of this move was to increase the cost of the affected imported articles.

Agriculture appears to be one of the most directly affected areas. Farmers immediately began to pay higher prices for such items as pesticides, high grade seeds, and machinery. However, the Government announced plans to establish a special line of credit with the Banco Agricola y Pecuario (BAP) for the use of farmers in purchasing agricultural machinery from abroad.

The nation's largest farmers' union established an agency known as SUCAM to arrange foreign purchases of equipment, using the BAP facilities. The farmers' organization is expected to become a major importer of farm equipment.

Industrial development plan

In April 1965, President Leoni made one of his first moves toward winning business confidence in his Administration by announcing the new three-year industrial development plan.

The Government intends to promote the establishment of 360 projects requiring both public and private investment amounting to $550 million. Substantial amounts of foreign capital will be sought, especially for export production.

Most important for the business community was the announcement by the President that the Government would spell out specifically for each project whether it is to be developed as a government, mixed, or strictly private operation.

The field of petrochemicals was chosen by the Government in initiating its program of spelling out spheres of action. A list of 23 specific projects requiring investments of almost $387 million was released by the Venezuelan Institute of Petrochemicals.

Preliminary work has begun to assign each project to its appropriate form of participation. A similar program is being developed for non-petroleum chemicals.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

Alliance loan will help private Nicaraguan firms

Nicaragua's private industry will be expended and accelerated with the help of a $3 million Alliance for Progress loan from the Agency for International Development, part of which will be used to pay for U.S. goods and services.

AID will make the loan to the Nicaraguan Investment Corporation, (CNI) the country's only private development bank which, in turn, will make sub-loans and limited equity investments. Sub-loans for procurement of U.S. goods and services will be repayable in dollars; sub-loans for local procurement will be repayable in local currency.

CNI commenced operations about one year ago, with official authority to engage in private development banking and related activities in Nicaragua and other countries in the Central American common market. The bank's initial capitalization of $2 million is subscribed mostly by private investors.

ORINOCO Mining Company built this modern townsite for employees at its Puerto Ordaz operation.

Major Italian store chain to feature American goods

La Rinascente-Upim, S.P.A., Italy's most important department and variety store chain, has announced plans for an "American Home" sales promotion program in September.

The "Casa America" show will last three weeks and is expected to be featured in all of the 108 Upim variety stores located in 62 Italian cities. It will present a stock of 85 American products reflecting the taste, habits, and purchasing pattern of the average American and the products found in an American home.

The Upim stores are of the Woolworth or Kresge type, selling merchandise at a top retail price of about $20. The merchandise to be offered will consist mainly of household linens, glassware, kitchen and table ware and an assortment of bath sets and bath mats.

Brazil can be rewarding

Stiff foreign competition calls for vigorous export effort by U.S. businessmen; hard sell, moderate prices, liberal financing are vital to substantial gains

YOU DON'T HAVE to know the language to figure out what these U.S. subsidiaries in Brazil produce.

By EDWARD J. BASH

Commercial Attache U.S. Embassy, Rio de Janeiro

The Brazilian Government's economic program foresees an expansion in imports during the year ahead. U.S. exporters will enjoy some advantage through AID financing, and from project loans made or planned by U.S. and international agencies. Whether this will push the U.S. share of the market above the level of approximately one-third held during the last decade depends on the efforts of U.S. business.

BASH

A quick look at 1964 import statistics suggests that sharp gains in many lines could be made. The U.S. did supply all of the coal and two-thirds of the wheat, but only 40.9% of machinery, vehicles and parts, 34.1% of chemicals and pharmaceuticals and a meagre 8.8% of a total of $12.3 million in a group of steel products.

A recent review of certain commodities imported in 1964 revealed a U.S. share of less than 50% in the case of 335 items valued at from about $50,000 to over $15 million. The U.S. was shut out on 44 items and supplied less than 1% of 26 others. Many Brazilian import firms ask why American firms allow the market to go to other countries by default.

Some U.S. manufacturers ignore invitations to quote by Brazilian importers. Many importers say they prefer to trade with the U.S., but are forced to go elsewhere because of the indifference of U.S. businessmen.

There are many reasons, and some of them are valid.

In fairness it must also be said that many American firms are working the Brazilian market intensively. Our competitors have a healthy respect for U.S. salesmen and they do not believe that American exporters will allow this market to go to them by default.

There are some exceptions. Brazilian importers keep trying to interest American manufacturers of rails, for example, without results.

There is also a tendency to underrate the critical importance of financing. It very often can compensate for significantly higher prices, because the U.S. generally is the preferred source of supply.

Long-established trade relationships, U.S. quality standards, delivery guarantees, parts and servicing facilities, and other U.S. advantages unfortunately are often sacrificed because the importer cannot meet U.S. payment terms.

The Brazilian Government's recent success in securing bank credits abroad to fully liquidate commercial arrears may lead to some liberalization of terms offered by firms abroad, as it is a reminder that Brazil, through the years, has always paid its commercial debts.

The market outside of Rio de Janeiro and Sao Paulo is often overlooked. On a recent busman's holiday through the southern states of Brazil, I visited a thriving small manufacturing center which sees very few Americans—so few that "The American" is the manner in which the populace refers to the one resident American who is a partner in a local business. A traveling salesman was displaying small hardware items produced in Western Europe in a retail store. In another small but important industrial center remote from the big cities, a manager conducting us on a tour of his plant remarked that Americans, especially businessmen, seldom visited his city.

There is business that could be developed in some of those smaller cities if American businessmen included them on their Brazilian itineraries.

This lack of direct market-probing in outlying parts of the country applies also to commodity items imported in smaller

quantities, measured only in hundreds of dollars, which nevertheless add up to significant amounts to our competitors. Included are some consumer goods, even those falling in the very costly "Special" category for exchange control purposes. Shops carry a few imported items similar to Brazilian products products because a few of the customers are willing to pay more for them. But only a very small proportion are "Made in U.S.A."

Take your pick

Recently, for example, to replace a simple automobile horn, a small shop offered us the choice of a Brazilian product and ones imported from West Germany and Czechoslovakia. The shop also had imported hand tools, instruments, and flashlight batteries, very similar to but priced much higher than local equivalents.

The immediate future offers challenges to American exporters. Despite continuing economic worries, Brazil's economic development will roll ahead. In the process, American firms have opportunity, and some choices.

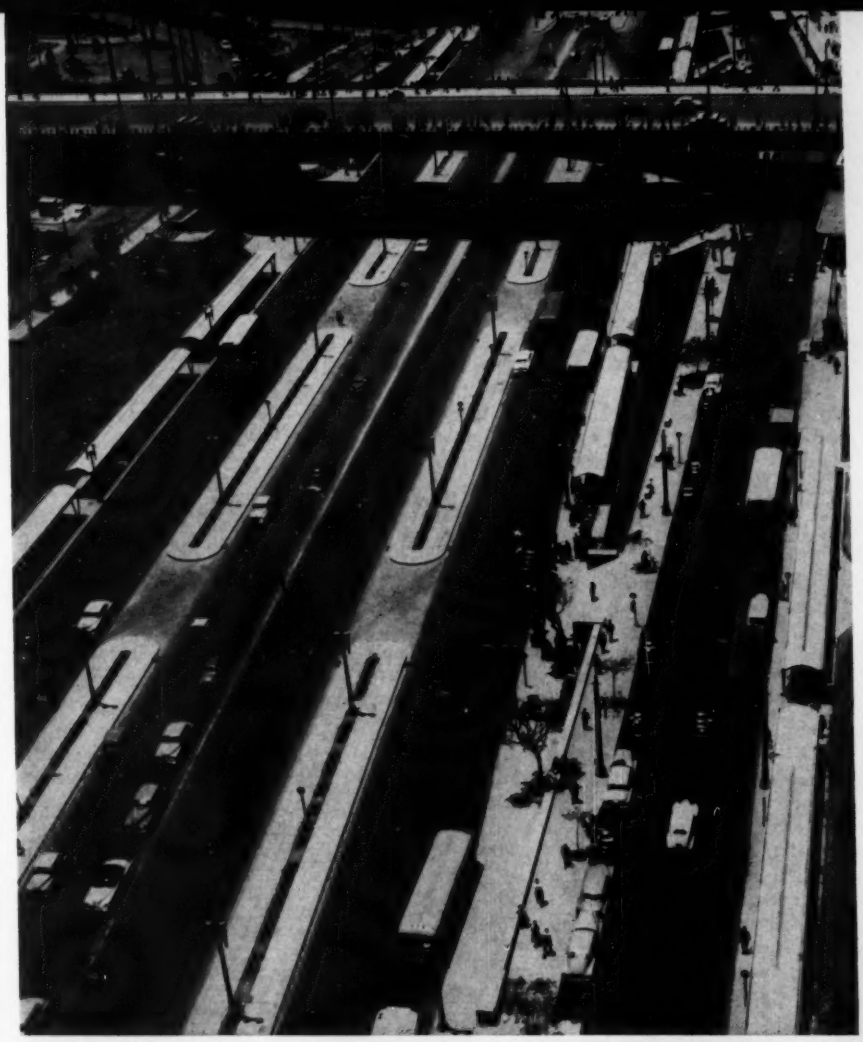
The opportunity stems in part from the need to provide productive employment for the large number of Brazilians entering the work force each year—nearly as many as in the U.S., even though the U.S. population is more than twice as great. Institutional facilities in the fields of education, health and sanitation, transport, communications, power, science and research, all are receiving the attention of Government and civic leaders. American firms interested in exports to Brazil often may find advantages in participating.

One choice open to U.S. firms is whether to manufacture in Brazil. This is a serious decision, for the market during the period ahead may be closed to certain foreign-made goods. Brazil may close its doors to imports of many industrialized products as it has in the past decade to luxury items and "national similars" (commodities of a type produced in Brazil in adequate quantity and quality).

Most must wait

In some instances there may be room for one or more additional domestic manufacturers, but most foreign suppliers will have to await Brazil's eventual emergence as an industrialized nation prepared to face world market competition.

Foreign exchange and import controls and tariffs, which reflect the developmental policies and international payments position of the country, operate to protect domestic industry and encourage imports of raw materials and capital equipment considered essential to the economy.



SAO PAULO'S streets handle ever-larger auto and pedestrian traffic as the population passes 2 million.

Constitutional provisions stipulate that Federal and State governments assist in the development of the economically retarded areas of the country, and to this end planning and administrative agencies have been established which are concerned with the Northeast, the Amazon area, and the Southwest.

Many U.S. manufacturers have decided to protect their positions in the Brazilian market by local manufacture. Some have found that local manufacture also provides a continued export market for materials and components, auxiliary requirements, technical assistance and other goods and services.

More each year

One recent business visitor to Brazil, the president of one of the very largest U.S. firms, stressed this in pointing out that his company increases its exports from the U.S. year by year even after investment in local manufacture of its basic product.

This same man remarked that he didn't judge potential as much by economic indicators as by the tempo of the traffic, the sense of purpose he observed in the people, and the spirit of the country. His firm is expanding its production line in Brazil.

Local output zooms

In the past two decades, Brazil has become the world's ninth largest producer of automobiles. Store windows that used to display mainly imports except for textiles and a few simple manufactures, are now 99% "national."

Raw and semi-finished materials, complex machinery and equipment, some critical components, and technical services are among the few imports still unaffected by controls. They are supplied in major proportion—two-thirds—by sources outside the U.S.

The question: is one-third of Brazil's big and growing market enough?

Canada expects top year

U.S.'s top customer looks to another banner year, with no end in sight

By LEONARD H. PRICE
Commercial Attache, U.S. Embassy, Ottawa

The outlook for Canada in 1965 is one of increased prosperity probably extending into 1966. The high rate of economic growth which has prevailed for more than four years is reflected in the 8.9% increase in Canada's gross national product to over $43.5 billion during 1964, the largest annual advance since 1956.

The country's income and living standards are among the highest in the world and are still rising, and unemployment is at its lowest level in years. Rising consumer demand and a continuing record level of new capital investment have sustained the buoyancy of the economy.

Official estimates put total Canadian outlays during the present year on construction, machinery and equipment at about $11.4 billion, or almost 14% more than the peak year of 1963.

All regions of Canada are expected to share in the increased capital spending. The major contributors in British Columbia will include the pulp and paper industry and large scale power developments, expanded mining activities and highway construction. The value of such developments underway or planned is estimated at $1,573 million.

Capital spending is expected to increase some 18% in both Ontario and Quebec, which together account for about two-thirds of the national total. The largest increases projected are for manufacturing, with particular emphasis in Ontario on the chemical, automotive and paper industries and in Quebec on major hydro-electric development and road and rapid transit construction, partly in anticipation of the 1967 International Exposition in Montreal.

The two major railway systems have recently embarked on major programs which will entail expenditures totaling $108 million for new locomotives and freight equipment, the largest spending program since 1958.

Further growth forecast

Favorable developments in Canada's export trade have played an important role in encouraging economic expansion. Merchandise shipments to foreign countries in 1964 exceeded $7.4 billion, the highest ever recorded in the country's history and 19% over the previous peak attained in 1963. This marked the tenth consecutive year of Canadian export growth.

Exports are expected to lose some momentum after last year's spectacular gains, which included large wheat sales. On the other hand, Canadian imports are expected to remain strong in the wake of rising domestic prosperity.

ANOTHER LOAD of newsprint, of which Canada is the U.S.'s chief supplier, swings aboard a cargo ship at a Canadian seaport. (Embassy of Canada)

The consensus of economic forecasters is that the country's gross national product will increase between 5½% and 6% this year.

Consumer spending is expected to increase some 6% above 1964. Spending for housing is expected to rise by about 10% as apartment building continues at an accelerated rate.

Federal Government expenditures are expected to exceed $8.3 billion, also about 6% above 1964. Rapid growth in provincial and municipal outlays is expected to continue, with expansion likely to approximate last year's increase of 11%.

Market leaders

Canada's commodity imports increased 14% in 1964 to a total of $6,930 million. While the increase in imports was widespread, the two largest groups were industrial machinery and motor vehicles and parts. Imports in the former rose by about 30% ($185 million); and in the latter by 19% ($106 million).

Imports of such important items as steel rolling mill products, office machin-

BRIGHT NEW buildings at the Thetford National Asbestos Mines reflect Canada's construction surge.

ery and raw cotton were also sharply higher in 1964.

Further increases in imports from the United States are likely. In commenting on the outlook for 1965, a recently published report of the Canadian Government states that:

"This record of a year of strength leads naturally to considerations of what may lie ahead. The evidence we have at present already suggests that the economy has moved into 1965 at continued high levels of activity, and there are indications that the present year will be one in which additional important economic gains are achieved in Canada. . . . Imports will continue to increase. . . . The closer the economy approaches limits of capacity in particular industries, the more it would be inclined to satisfy its needs from abroad, especially since another substantial increase is expected in investment in machinery and equipment, much of which is not produced in Canada."

U.S. won't repeat

Canadian spending for non-farm producers' machinery and equipment rose by about 18% in 1964. A recent survey suggests that the 1965 increase will be about 10%. On this basis a repetition of the 1964 rise in imports of industrial machinery from the United States appears unlikely.

Purchases of tractors and other agricultural machinery by farmers are expected to show little change in 1965, and imports of such items are expected to level off.

Imports which may decline due to increasing Canadian supplies include steel rolling mill products, iron ore and soya beans. The sharp increase in imports of steel rolling mill products in 1964 was partly due to lack of wide rolling facilities for sheet in Canada. Billets were exported to the United States from Canada, rolled and brought back in the form of sheet.

DRILLER and helper charge drill holes with explosives at the Nesbitt LaBine Uranium Mines in Saskatchewan. Canadian industry expects another explosive year in 1965. (Photo by George Hunter)

U.S.-MADE furniture is displayed in Simpson's Department Store, Toronto, one of Canada's largest.

Two Canadian companies expect to have wide sheet mills in operation in 1965 and imports of this product will probably decline, but steel industry officials expect imports as a whole to rise 30 to 40%.

Rely less on imports

A very large iron ore producer, in which two of the major Canadian steel companies have an interest, will come into production in 1965, further reducing Canada's dependence on imported ores and increasing Canadian exports. Canada is expected to have a good soya bean crop in 1965, which could mean a decline in soya bean imports.

General indications are that 1965 will be a good year for United States trade with Canada.

Items showing particular promise for United States exporters include: organic and inorganic chemicals, plastics and plastic materials, communications and sound equipment, office machinery and parts, heating, air-conditioning and refrigeration equipment, photographic equipment, textile fabrics other than cotton, and scrap iron and steel.

U.S. exports of coal to Canada may also be at a high level.

Venezuela announces ambitious industrial development program

President Leoni says effort will concentrate on chemical, metallurgical industries; private sector to play large role

President Leoni of Venezuela has announced an ambitious 3-year industrial development program involving total investments equivalent to $550 million in the chemical and metallurgical fields.

The program is intended to speed up industrial growth and encourage private investment through cooperation of private and public entities and by precisely outlining the Government's policy toward investment in key areas of the Venezuelan economy.

The President told a group of Venezuelan businessmen last month that the Government is prepared to promote 360 projects providing 20,000 new jobs. Most of the new projects will be related to the Government's petrochemical and steel industries. The only other activity mentioned by the President for promotion was production of agricultural raw materials, which are still imported in considerable quantities, for use by industry.

The Government expects to invest about $308 million, which will account for about 56% of the total planned investment. Private sources are expected to supply the rest.

Foreign investment will play an important role in the program, especially in projects for export production. The President stated that foreign capital is indispensable where advanced technology and international marketing are important factors.

Plans underway

The Government already has plans underway for establishment of several enterprises, and negotiations have begun with foreign and local private capital for other proposed projects. The Government has reserved for itself the operation of the Government-owned petrochemical company, IVP, and the Orinoco Steel plants, and in these installations there are plans for increased production of fertilizer, chloro-soda, raw materials for enamel and lacquer, and hot and cold rolled steel sheets. Other projects underway with state participation are: (1) aluminum production—50% participation with Reynolds in a 10,000 ton per year plant in the Guayana; (2) a joint venture with Union Carbide for the production of polyethylene; (3) the production of a benzene raw material for use in making fertilizers, which will be financed by local private capital, two foreign firms and IVP; (4) a synthetic rubber plant, with the Government having 51% participation and U.S.-owned local rubber producers providing the rest; (5) aluminum sulphate and refrigerants in association with Allied Chemical, which will provide more than half of the capital.

Petrochemicals

The management of IVP has announced plans for 23 chemical projects requiring investments of about $387 million, involving participation of local private capital. The IVP is studying the location of plants in Zulia, Anzoategui, Bolivar, Falcon, and Carabobo States and plans to export 60% of the new production.

The specific projects are:

Product	Investment (in millions)
Explosives (IVP expansion)	$ 13.2
Fertilizers (IVP expansion)	33.0
Combined export project of explosives and fertilizers	74.8
Chloro-soda (IVP expansion)	6.6
Synthetic rubber	37.4
Polyvynil chloride	13.2
Polyethylene	30.8
Aluminum sulphate	5.5
Ethylene oxide	22.0
Caprolactama	39.6
Polyester	29.7
Styrene	17.6
Acrylic resin	11.0
Soda ash	22.0
Tetraethyl lead	11.0
Solvents	2.2
Tripolyphosphates	2.2
Methanol	2.2
Miscellaneous	12.8
Total	**$386.8**

The Government has stated that it will soon present additional specific projects, indicating in each case whether it is to be a public, mixed, or entirely privately-financed project.

The Ministry of Development has begun discussions with representatives of the chemical industry to delineate spheres of activity for private capital.

Rhodesia reduces duties on pharmaceutical imports

The Minister of Health of Rhodesia has announced a reduction in duties on many widely used prescription drugs in order to decrease the cost of medicines. It is expected to lower the retail cost of drugs by as much as 15%. The minister stated that the domestic manufacture of drugs would also be encouraged, in order to bring about further reductions in drug costs.

The possibility of price control legislation was also hinted at in the Minister's statement, since the Government intends to ensure that drugs are not sold at an inflated profit.

The duty reduction on prescription drugs was precipitated by a public outcry against the rising cost of medicines, and coincided with the Government's policy of holding the line against rises in the cost of living.

Dutch permit resumption of steam coal imports

The Netherlands Government has announced that for the 12-month period following April 1 of this year, Dutch power stations are free to import from any source all their fuel needs (fuel oil as well as steam coal) in excess of specific commitments to buy coal from sources in the Netherlands and elsewhere in the European Coal and Steel Community (ECSC).

The commitment for Dutch steam coal is 1.7 million metric tons and for other ECSC suppliers 700,000 metric tons. The remaining 5 million metric tons in coal equivalent of the power stations' projected fuel consumption may be filled by oil or coal freely imported from any country.

This new policy represents a shift from the Netherlands' embargo on steam coal imports from non-ECSC countries which had been in effect since last July. Other coal and anthracite had not been subjected to those restrictions.

TAIWAN

Choose your partner now

Mission brings back widely varied proposals for tie-ups with U.S. firms

The large number of investment proposals reported by the U.S. Trade and Investment Mission to Taiwan, many of a sophisticated nature, illustrate the growing industrialization of the island.

Opportunities vary widely in size and scope, ranging from the manufacture of pesticides and paper mills to air conditioners and chemical rust inhibitors. Joint ventures predominate, many for expansion purposes, but some Taiwan firms are seeking licenses.

Because of the large number and similarity of some proposals, firms interested in following up any of these leads are requested to show the Interview Report (IR) number on any correspondence with a Taiwan firm or the Bureau of International Commerce. This number is listed immediately after the address of the foreign firm on each proposal.

0912 Tuna fisheries

A Taiwan fishing corporation engaged in trawling and tuna longlining plans expansion of its tuna operation and seeks a joint venture with a U.S. company to acquire additional fishing vessels. The firm's present fleet consists of 15 trawlers and 6 longliners of 350 and 550 tons, with shore facilities including ice-making, cold storage and quick freezing plants. Fishing grounds extend from the Indian Ocean to the Atlantic. Currently the company has about 1,000 employees.

Write: China Fisheries Corp., 25 Tung Shan St., Taipei, Taiwan.★ **IR-68.**

1411 Marble mining
3281 Polishing marble

A Taiwan mining concern is interested in a joint venture with a U.S. firm to expand and develop its existing marble quarry and polishing plant both to meet the local demand and for export. It is reported that the firm has plenty of high grade marble suitable for use as building material. The firm was established in 1952 and has 53 employees.

Write: Yu Hwa Industrial & Mining Corp., 45, Pao Ching Road, Taipei, Taiwan. **IR-102.**

1411 Marble

Joint venture sought by marble quarry firm for expansion purposes. Requests capital for machinery, technical know-how, knowledge of modern marketing methods and sales promotion techniques from U.S. collaborator.

Write: Shingtan Marble Mining Ind. Inc., No. 3, Alley 2, Lane 108, Amoy St., Taipei, Taiwan. **IR-5.**

1511 General building contractors

A recently established trading company in Taipei, whose owners reportedly possess substantial acreage in the business sector of the city, seeks a U.S. partner to construct buildings and apartments on a joint venture basis. The Chinese firm also owns a large building in downtown Taipei and asks U.S. collaboration in remodeling it into a retail center. The firm is open to suggestions for best use of its land holdings, including industrial use in the petrochemical field.

Write: Jin Tai Teng Trading Co., Ltd., 172 Chung King N. Rd., Sect. 2, Taipei, Taiwan. **IR-27.**

Joint venture sought by Taiwan construction company to develop housing project in Taipei. The firm, established in 1940, states that it has recently completed two housing projects totaling 1,000 apartments.

Write: Continental Engineering Corp., 22 Kai Feng, Sect. 2, Taipei, Taiwan. **IR-48.**

2011 Pork and pork products

A small Taipei pork packer seeks a joint venture to establish a plant to slaughter, process and package pork and pork products in both Chinese and western styles. Some capital, technical assistance and marketing advice requested from U.S. collaborator.

Write: Yuan Ho Ham & Foods Co., Ltd., 22 Roosevelt Road, Sect. 1, Taipei, Taiwan.★ **IR-57.**

2013 Chinese canned meat
2031 Fish meal

A Chinese firm of importers and exporters established in 1953 seeks a joint venture with a U.S. firm to manufacture Chinese meat dishes for export to the United States. The firm is also interested in a joint venture with a U.S. firm to produce fish meal. Technical know-how and capital would be asked of the U.S. participant for the fish meal project. Complete details on both of these ventures may be obtained directly from the firm.

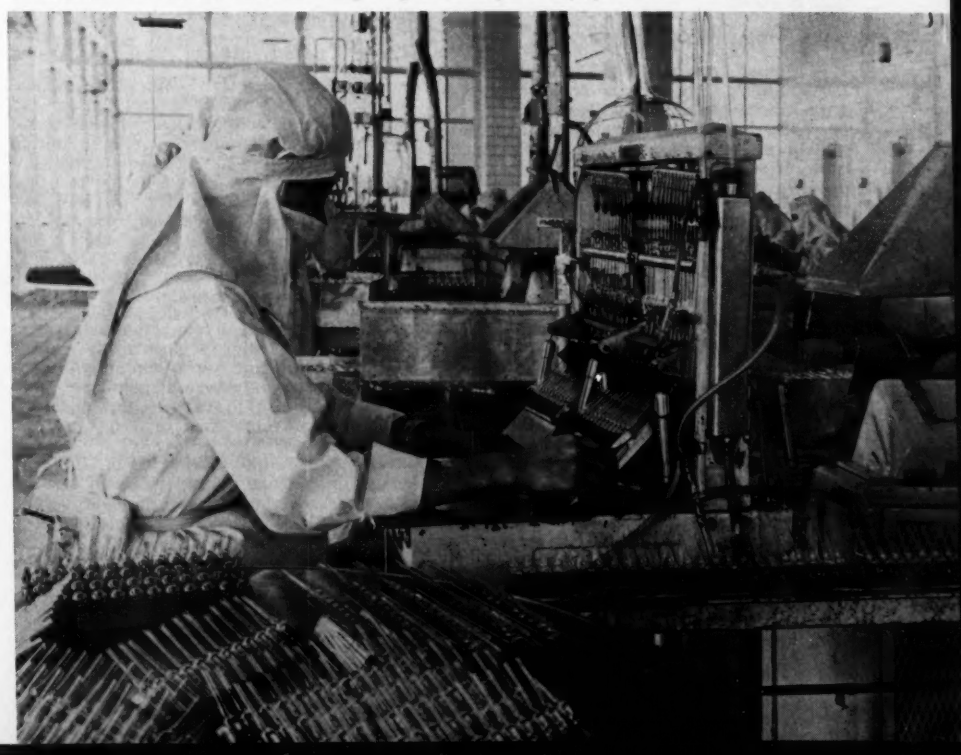
Write: Hsu Brothers & Co., Ltd., 28 Lane 105, Chung Shan N. Road, Sect. 1, Taipei, Taiwan. **IR-26.**

2020 Dairy products

An importer-exporter is interested in establishing a complete dairy on a joint venture basis and offers a majority interest to an experienced U.S. firm. The U.S. partner would provide capital and technical know-how. Minority capital, livestock and labor for the venture would be furnished by the Chinese businessman.

Present plans call for a herd of approximately 700 head of ordinary cows and 50

NOT ARABIA but Taiwan, where the Yung Feng medicine plant employs modern sanitation methods.



head of pedigreed cows. All cows will be bred artificially by imported frozen semen.

Write: Alton Co., Room 311, Chungshan Bldg., Chungshan North Road, Sect. 1, Taipei, Taiwan.★ WTD **IR-33.**

2030 Processing sea food

A Taiwan pharmaceutical importer seeks a joint venture to set up a food processing plant specializing in fish products.

Write: Ta-Kiang Trading Co., No. 31, Sect. 1, Yen Ping North Road, Taipei, Taiwan. **IR-8.**

2031 Canned and dried fish
2036 Frozen fish

A Taipei exporter of hair nets and bamboo lamp shades is interested in establishing a company on a joint venture basis to can, dry and freeze fish. Complete details may be obtained from the firm.

Write: Bethel Hairnet Corp., 18 Soung Chiang Rd., P.O. Box 1806, Taipei, Taiwan. **IR-81.**

2032 Chinese foods & sauces

A Taipei sauce and specialty foods manufacturer with plans to establish a new food processing plant seeks a joint venture with a U.S. company to produce Chinese foods and sauces for local consumption and export. Total investment of approximately $500,000 is anticipated, with about 49% asked of U.S. partner in capital, raw materials or machinery, or a combination of these requirements.

Write: China Food Industrial Corp., 3, Lane 23, Hoo-Ping E. Rd., Sec. 3, Taipei, Taiwan.★ **IR-61.**

2033 Canned fruits and vegetables

A Taiwan organization representing 44 asparagus and mandarin orange canners seeks a joint venture with a U.S. firm interested in setting up a packaging plant. A total investment of approximately $1 million is contemplated. Marketing advice is also requested.

Write: Taiwan Asparagus and Orange Packers Export Corp., 2nd Floor, 74/76 Chung Shan N. Rd., Section 2, Taipei, Taiwan.★ **IR.16.**

2033 Passion fruit juice

A Taipei firm with $150,000 invested in farms and a processing plant for passion fruit juice seeks a joint venture with a U.S. company for expansion purposes. Approximately $100,000 expected from U.S. collaborator for 50% interest in company.

Write: Pan-Pacific Processing, Inc., P.O. Box 22337, Taipei, Taiwan. **IR-63.**

2037 Frozen food specialties

A Taiwan frozen food company founded in 1949 and now employing 112 people seeks a joint venture to expand its operations, particularly in sea foods. Its products include shrimp, lobster tails and red snapper. Firm requests capital, technical assistance and marketing advice.

Write: Yu Zoong Enterprise Co., 10 Shao Tsuang St., Kaohsiung, Taiwan. **IR-17**

Joint venture sought by Taiwan frozen food firm that plans to prepare, freeze and distribute complete Chinese dinners. Marketing advice and some capital requested.

Write: King Shan Farms, Ltd., 86 Hankou St., 1st Sect., Taipei, Taiwan, or P.O. Box 22275, Taipei. **IR-3.**

2042 Prepared animal feeds

License sought by Taiwan milling company for production of vitamin additives and improved cattle feeds.

Write: Great Wall Flour Mill Co., 13 Nantsu New Rd., Kaohsiung, Taiwan. **IR-65.**

2096 Vegetable shortening

A Taiwan dairy and bakery firm is interested in obtaining technical cooperation in producing vegetable shortening. The firm was established in 1934 and has approximately 100 employees.

Write: Fu Mei Co., 29 Yeng Ping North Road, Sect. 2, Taipei, Taiwan. **IR-36.**

2099 Food processing

A firm of Taiwan importers and exporters seeks a joint venture to expand its activities into the processing of agricultural food products.

Write: Mow Yih Co., 28 Nan Yang Road, Taipei, Taiwan. WTD. **IR-14.**

A Taiwan manufacturer of centrifugal grinders seeks a joint venture to produce powdered foods as well as peeled and sliced vegetables.

Write: Hsin Fung Machinery Works, 55 Chung Chen Rd., Hsin Ying Chen, Taiwan Hsien, Taiwan. **IR-6.**

2231 Wool textiles

One of the leading woolen textile mills in Taiwan with 1,400 employees seeks a license for applying pressure adhesive lining in ladies' slacks. Firm is also interested in licensing of U.S. clothing designs.

Write: China Wool Textiles, Inc., 2 Chentu Road, Taipei, Taiwan. WTD. IR-4.

2271 Rugs

A Taiwan producer of hand-made rugs seeks a joint venture for the production of machine made rugs. The U.S. collaborator is asked to supply machinery needed for this expansion. Production figures for 1963 show the firm had a monthly capacity of 3,000 square feet of Tientsin rugs and 20,000 square feet of hooked rugs, all hand made.

Write: New Taiwan Products Co., Ltd., 37-9 Chungshan North Road, Sect. 2, Taipei, Taiwan. WTD. **IR-37.**

2295 Coated fabrics

Seeking to diversify, a Taipei mechanical engineering firm handling installation and maintenance of cold storage equipment, refrigerators and air conditioners, is interested in a joint venture or licensing agreement with an experienced U.S. firm for the production of coated fabrics. The firm has been in business since 1959 and has 25 employees.

Write: Royal Co. Ltd., 43-1 Sung Chiang Road, Taipei, Taiwan. WTD. **IR-43.**

2300 Wearing apparel

A Chinese garment manufacturer and exporter seeks a joint venture with a U.S. clothing manufacturer who can supply technical assistance, design know-how and marketing ability to expand the business. The firm was established in 1962 and has 350 employees.

Write: Formostar Garment Co., Ltd., 18 Kuan Chien Road, Taipei, Taiwan. **IR-29.**

A Chinese manufacturer of wearing apparel, established in 1931, is interested in a joint venture with a U.S. firm which could advise on design of products and assist in marketing. The line of products now produced includes ladies' blouses, dress shirts, knitwear, pajamas, bath robes, sportswear, underwear and workclothes. The firm says it can fabricate any textile material into a finished product as desired by its client.

The firm was originally founded on mainland China and after 1949 was re-established in Taiwan. Output has grown steadily to reach 20,000 dozen garments a month. In August of 1964 an expansion program was begun and soon its new factory near Taipei will be completed.

Write: Standard Shirts Dyeing, Weaving and Finishing Mills, Ltd., 42 Hsu Chang St., 8th Floor, Taipei, Taiwan.★ **IR-28.**

2432 Plywood plant

Joint venture sought by Taipei plywood producer to set up new plywood manufacturing plant, of which U.S. partner would have responsibility for marketing and distribution. Established in 1952, the firm has 30 employees.

Write: Kialing Co., Ltd., No. 115 Chungking S. Road, Sect. 1, Taipei, Taiwan. **IR-67.**

2599 Furniture

Joint venture sought by Taipei manufacturer and exporter to set up a furniture manufacturing operations. A total investment of approximately $125,000 is planned with the U.S. collaborator expected to furnish 50% plus management, design and marketing assistance. According to the firm raw materials and competent labor are readily available, although a new wood drying kiln is needed. As an exporter this firm presently deals in many handicraft items including furniture, particularly camphor chests.

Write: Union Enterprize Co., Ltd., 191 Kuang Chow St., Taipei, Taiwan.★ **IR-47.**

2611 Plastic tapes, wallpaper

A large Taipei chemical manufacturer seeks a license or joint venture to upgrade and diversify its production of polyvinyl chloride, asphalt and cellophane tape, wallpaper, masking tape, and pressure sensitive crepe paper. The firm's plant is reportedly equipped with modern machinery, and its factory buildings occupy an area of 60,000 square feet. The firm says its products are competitive in both quality and price. Sales representatives are located in Hong Kong, Thailand, Viet-Nam, Singapore, Canada and the U.S.

Write: Asia Chemical Corp., 2nd Floor, No. 54, Chung King Nan Rd., Sect. 1, Taipei, Taiwan.★ **IR-41b.**

2621 Kraft pulp mill

A large Taiwan paper firm is interested in a joint venture with an experienced U.S. firm to establish a Kraft pulp mill with a 150 ton per day capacity. The present firm was established in 1958, and has 1,800 employees.

Write: Taiwan Chung Hsing Paper Corp., No. 43, Kuan Chien Road, Taipei, Taiwan.★ **IR-32.**

2721 Periodicals, printing

A Taiwan importer and printing jobber seeks a joint venture for printing pocket-size magazines. He claims to have good binding facilities and competent designers, and would like to publish an English language periodical for distribution in English-speaking countries.

Write: Oasis Publications Inc., Olympic Press, Columbia, 359 Chung Cheng, Shih-Lin, Taiwan. **IR-55.**

2731 Book publishing

A Taipei publishing firm is interested in a joint venture with a U.S. publishing company. The Chinese firm is willing to offer approximately 50% of the business to a U.S. firm able to supply $200,000 capital and management. According to the firm it is able to translate U.S. publications into Chinese for sale in the local market, but would be willing to devote its entire capacity to the foreign market. The firm has been in the publishing business for 10 years. Its plant has equipment and facilities for color printing as well as 15 regular printing presses. It claims its staff of over 160 specialists and competent workers can print 150 reams of paper daily. Complete details concerning this proposal may be obtained directly from the firm.

Write: Taiwan United Publishers, Ltd., 206, Sect. 2, Nanking East Rd., Taipei, Taiwan.★ **IR-82.**

2810 Chemicals

Technical assistance is sought by leading Taipei hog bristle processor to help develop a satisfactory process for extracting individual amino chemical agents for use as chemical additives.

Write: China Development and Trading Co. (Taiwan) Ltd., 9 Sui Yuan St., Yung Ho, Taipei Hsien, Taiwan. WTD **IR-100.**

2815 Dyestuffs
2851 Paints

A Taipei paint and dyestuffs manufacturer established in 1926 seeks a U.S. partner to help expand the business on a joint venture basis. The firm has 40 employees and a present total investment of $18,000 in the business. Complete details of the venture may be obtained directly from the firm.

Write: Chen Tien Paint Co., 251 South Shiening Road, Taipei, Taiwan. **IR-38.**

2818 Citric acid, sodium acetate
3079 Plastic slide rules

A recently established firm in Taipei manufacturing citric acid and sodium acetate seeks a joint venture with a U.S. firm to produce plastic slide rules and expand production of is present product line. Technical assistance, machinery and equipment are asked of a potential U.S. participant in the venture. The Chinese firm is able to provide the land, building and working capital for the proposed project.

Write: Formosa Industrial Works, No. 203, Fu-ling Road, Shilin, Taipei Hsien, Taiwan. **IR-84.**

2821 Synthetic resins

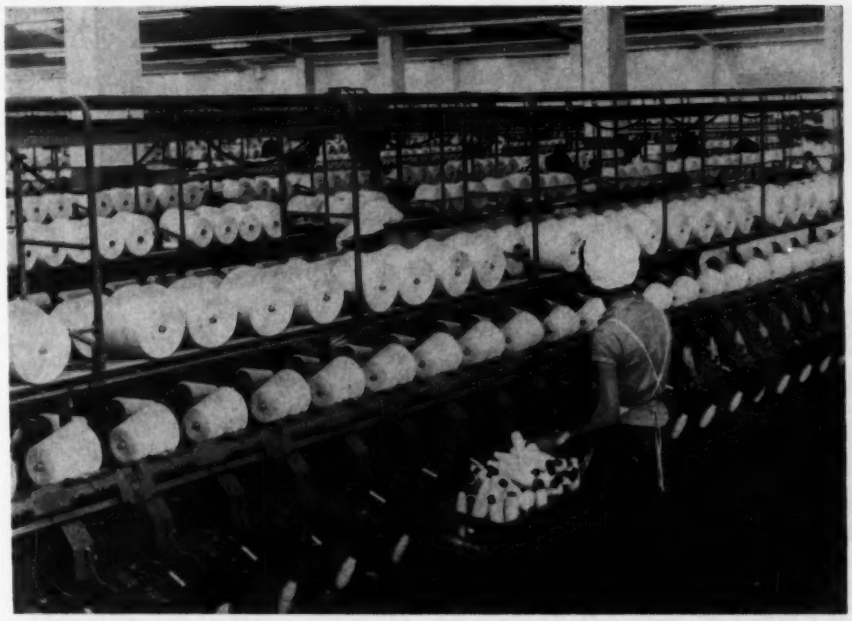
A small Taiwan chemical company seeks a joint venture to set up an epoxy and polyester resin plant. The firm now produces melamine and alkyd resins and P.V.A.C. emulsion resins.

Write: Eternal Chemical Co., Ltd., 17-27 Chien Kung St., Kaohsiung, Taiwan. **IR-15.**

2831 Vaccines

A Taipei manufacturer and importer of pharmaceuticals, established in 1961, wishes to cooperate with a U.S. firm in the production of vaccines on a joint venture basis. The Taipei firm will accept 51% U.S. ownership if exclusive rights to manufacture and distribute the products in Taiwan are obtained. It reportedly has an excellent distribution network for these products and would be willing to import vaccines temporarily in order to prove its ability to sell in Taiwan.

Write: Parke & Co., Ltd., 2, Nanking East Road, Taipei, Taiwan. **IR-23.**



A MILL WORKER tends her spools at this modern spinning mill. Many Taiwan firms want U.S. partners.

2834 Pharmaceuticals

A Taipei pharmaceutical manufacturer established in 1946 is interested in a licensing arrangement with a U.S. firm for the production of such pharmaceuticals as the U.S. manufacturer might produce in Taiwan. The firm already is licensed by one large U.S. company but wishes to expand. Approximately 110 workers are employed.

Write: Sine Laboratories Co., (Taiwan) Ltd., 171-173 Se-Ning Nan Rd., Taipei, Taiwan. **IR-42.**

A Taiwan pharmaceutical firm seeks a license or joint venture to produce specialty drug items in cooperation with a U.S. company. According to the firm excellent facilities are available for this type of operation.

Write: Taiwan Pharmacal Co., Ltd., 22-17 Sect. 1, Chang an East Rd., Taipei, Taiwan. WTD.★ **IR-2.**

A Taiwan importer of pharmaceuticals seeks a joint venture to manufacture pharmaceutical products in Taiwan from raw materials furnished by U.S. collaborator.

Write: Ta Kiang Trading Co., No. 31, Sect. 1, Yen-Ping North Rd., Taipei, Taiwan. **IR-9.**

2844 Cosmetics

A Chinese exporter experienced in selling cosmetics seeks a joint venture or licensing arrangement with an experienced U.S. firm to manufacture cosmetics.

Write: P. L. Moo & Sons Ltd., 110 Chung King Road South, Sect. 1, Taipei, Taiwan. WTD. **IR-87.**

A Taiwan importer and exporter, established in 1955, handling a variety of consumer products is interested in establishing a plant to manufacture cosmetics on a joint venture basis with a U.S. firm. Investment is not required, the main need being for technical know-how and new machinery. Details on this proposal may be obtained directly from the firm.

Write: Talan Trading Co., Ltd., 8, Lane 34, Kaifung St. (Room 303), Taipei, Taiwan. **IR-45.**

2873 Pesticides

License sought by Taiwan chemical company and importer to broaden its line of pesticides. Firm presently prepares some pesticides and repacks and distributes others from bulk imports. According to the firm it has a large sales network with sales totaling $150,000 in 1964, and expected to reach $250,000 this year.

Write: Formosa Chemical Supply Co., Ltd., 31, Sect. 1, Chung King South Road, Taipei, Taiwan.★ **IR-71.**

A leading Taipei chemical firm is interested in a licensing or joint venture arrangement with a U.S. firm to upgrade and diversify its production of pesticides, fungicides and weed-killers. The firm was established in 1960 with up-to-date machinery and equipment purchased from the U.S., Germany and Japan. It has approximately 250 employees, a 60,000 sq. ft. plant, and states that it not only has distributors for its agricultural chemicals in almost every Taiwan village, but has sales representatives in a number of foreign countries to expand its export business.

Write: Asia Chemical Corp., 2nd Floor, No. 54, Chung King Nan Rd., Sect. 1, Taipei, Taiwan.★ **IR-41a.**

. Established in 1954 and employing about 200, a joint venture is sought by a Taiwan chemical manufacturer for the production of pesticides, fungicides and household pest controls. Firm claims to be strong

MANY TAIWAN FIRMS want U.S. help in expanding their operations. Above, Kaohsiung plywood factory.

financially with ample factory space, and employs about 40 salesmen selling directly to farmers and farm organizations. Items of particular interest are ethyl parathione, methyl parathione, zineb, maneb, sumithon, DDVP and mercury compounds.

Write: Shing Nung Trading Co., Ltd., 59, Hei Hsin Road, Nei Hsin Village, Ta Li Hsiang Hsien, Taiwan. **IR-1.**

2899 Rust resisting compounds

A Taipei chemical manufacturer, also acting as agent for a large U.S. soap concern, seeks a license to produce rust resisting compounds. Technical assistance is needed from the U.S. firm. The Taiwan firm has 30 employees and has been in business since 1960.

Write: Lee Tai Enterprises Ltd., 18-2 Kong Ting Road, Taipei, Taiwan. **IR-19.**

2899 Citronella

A large exporter of citronella oil seeks a joint venture to construct and operate a citronella oil separation processing plant in Taiwan. Capital participation to cover cost of U.S. machinery and equipment and technical know-how requested as a part of U.S. collaborator's contribution.

Write: Kialing Co., Ltd., 115 Chung King S. Road, Sect. 1, Taipei, Taiwan. WTD **IR-10.**

2899 Water proofing compounds
3079 Plastic panels

License or joint venture sought by Taiwan firm to manufacture water and moisture proofing material and plastic building panels. Firm established in 1963 for production of paint and now has 20 employees.

Write: Pacific Paint Co., Ltd., 57, I-Tung St., Taipei, Taiwan. **IR-59.**

2911 Paraffin wax

A new company still in its formative stage plans to build a refinery to make paraffin wax from paraffin oil. It seeks a U.S. partner experienced in the industry. Technical assistance and capital is needed. Total cost of the refinery is estimated at $750,000. It is reported that paraffin oil will be available locally and that Taiwan imported 25,000 tons of paraffin wax last year.

Write: Chi Tone Co. Ltd., No. 8, Han Kow St., Sect. 1, Taipei, Taiwan. **IR-39.**

2951 Asphalt products

A large Chinese chemical firm producing agricultural chemicals, plastic products, polystyrene building materials, and asphalt products is interested in a licensing or joint venture arrangement with a U.S. firm to manufacture asphalt emulsions, corrosion inhibitives, oil additives, roof-coating materials, asphalt pavement sealers and special asphalt products. The firm is already experienced in this line but seeks U.S. know-how to aid in its expansion program. Details regarding what is required of the U.S. firm may be obtained directly from the firm, which is reported to be the largest of its kind in Taiwan. Established in 1960, it claims to have modern equipment purchased from the U.S., Germany and Japan, and employs 250.

Write: Asia Chemical Corp., 2nd Floor, No. 54, Chung King Nan Rd., Sect. 1, Taipei, Taiwan.★ **IR-41d.**

3011 Automobile tires

A Taiwan syndicate operating a cement plant, a rubber plant and several chemical plants is interested in a joint venture with a U.S. firm to establish an automobile tire plant with an initial capacity of 600 tires a day. Any U.S. firm interested in this proposal is asked to provide technical know-how and machinery for the venture. The Chinese firm states it can provide up to $5 million for buildings, plant site, labor and working capital. Its present rubber plant has been in operation since about 1950 and was the first to make bicycle tires in Taiwan. These are reported to be sold throughout Southeast Asia. The firm also manufactures a limited number of automobile tires.

Write: Shantung Syndicate Ltd., 7, Nanking E. Road, Sect. 1, Taipei, Taiwan. **IR-101.**

A Taiwan importer and exporter in business since 1951, primarily importing machinery and steel products, is interested in manufacturing automobile tires on a joint venture basis with a U.S. firm. Technical assistance is the primary requirement but capital participation is also requested.

Write: Mei Chong Trading Co., Ltd., 77 Hankow St., Sect. 1, Taipei, Taiwan. WTD. **IR-93.**

One of the leading manufacturers of rubber goods in Taiwan is considering plans to merge with another local rubber company, seeks a joint venture with a U.S. tire company to produce 600 tires daily for motorcycles, passenger cars and trucks. Technical know-how plus approximately $1 million requested from U.S. collaborator, with Taiwan firm prepared to invest a like amount in local funds, plant and equipment. Equity division subject to negotiation, with Taiwan firm willing to consider a minority interest if pro-rata investment so determines.

Write: Chung Tai Rubber Goods Mfg. Co., Ltd., 10 Wu Chang St., Taipei, Taiwan. WTD. **IR-69.**

3069 Fabricated rubber products
3079 Plastic products

A Taiwan rubber and plastic manufacturer with 75 employees seeks a joint venture with a U.S. firm for expansion purposes. Approximately $75,000 is needed for new program, of which about $60,000 would be asked of U.S. collaborator.

Write: Yah Dong Rubber & Plastic Co., 18-4 Kangting Road, Taipei, Taiwan. **IR-66.**

3079 Plastic products

A Taipei chemical concern, reportedly the largest in Taiwan, is interested in a license or joint venture arrangement with a U.S. firm to improve and expand its production of polystyrene sheets and boards, plastic panels, building products, plastic signs and vacuum-formed materials. Complete details on what is needed may be obtained directly from the firm.

Write: Asia Chemical Corp., 2nd Floor, No. 54, Chung King Nan Rd., Sect. 1, Taipei, Taiwan.★ **IR-41c.**

Taiwan manufacturer of plastic items seeks a joint venture with a U.S. firm to expand its product line with particular emphasis on the production of plastic slide rules. This firm, founded in 1950, presently has 120 employees and reports an investment of approximately $300,000 in land, building and equipment. An investment of approximately this amount would be expected from the U.S. collaborator.

Write: Waffer Plastics Industrial Co., 146 Chung Hsin Road, Sect. 4, San Chung Pu, Taipei Hsien, Taiwan. **IR-12.**

Seeking to expand and increase efficiency, a Taipei plastic manufacturer is interested in a joint venture with an experienced U.S. firm to produce polyethylene products. U.S. investment and know-how is needed to expand the present facilities and to help locate new markets. The plant reportedly makes good quality products, is equipped with a polyethylene extruder, 3-color gravure machines, automatic bag machines and a rain hat machine. The firm has been in business since 1960 and has 55 employees.

Write: Yung Shing Plastics Industries Co., 14 Chang Leh St., San Chung City, Taipei Hsien, Taiwan. **IR-22.**

3241 Cement manufacturing

A cement manufacturer with headquarters in Taipei is interested in a joint venture with an experienced U.S. cement producer to

diversify and expand production. The firm is reported to be adequately financed and primarily seeks technical know-how, new equipment, and advanced production techniques. The establishment of a ready-mix concrete plant is receiving consideration, along with the manufacture of such new products as pre-stressed concrete pipe, pole, pile, block, and corrugated sheet. The firm is reported to have produced 380,000 metric tons in 1963 and claims the production rate will approach a million metric tons a year by year's end.

Write: Asia Cement Corp., 10 Yong Sui St., Taipei, Taiwan.★ WTD. **IR-72.**

3262 China table and kitchenware

A joint venture is sought by a Taiwan manufacturer of ceramic plumbing fixtures planning a new factory to produce kitchenware and china dishes. An association with a U.S. firm is welcomed, although the company claims it can finance its own expansion program. A total investment of approximately $500,000 is estimated.

Write: Tien I Ceramic Co., Ltd., 44-1 Lan Cheng Road, Chung Ho County, Taipei Hsien, Taiwan.★ **IR-18.**

3312 Steel pipe

A Taipei manufacturer of seamed steel pipe seeks a joint venture with a U.S. company to expand its existing plant for electric resistance welding of steel pipe from 3½" to 12" in diameter, used for petroleum transmission and water well casings. Planned expansion is expected to total $1.5 million with a capacity of 30,000 tons a year. Complete details on the project may be obtained directly from the firm.

Write: Mayer Steel Pipe Corp., 109 Chungshan North Road, Sect. II, Taipei, Taiwan. **IR-83.**

3471 Chrome plating

A Taiwan firm seeks a license covering the application of chrome and paint coatings to steel furniture. Technical assistance in how best to apply these coatings is requested from a U.S. collaborator.

Write: Foo Chang Co., Ltd., 256 Changan West Road, Taipei, Taiwan. WTD. **IR-94.**

3519 Diesel engines

Taiwan firm manufacturing 3 hp. to 10 hp. diesel engines seeks joint venture for purpose of plant expansion.

Write: Eing-Hing Machinery Works Co., Ltd., 111 Jen-Ai Road, Chia-Yi City, Taiwan. **IR-11.**

3537 Material handling equipment

A Taipei-based, government-owned firm of 500 employees manufacturing such products as refrigeration equipment and rope seeks a license or joint venture to produce materials handling equipment.

Write: Taiwan Agricultural and Industrial Development Corp., 10 Chungking S. Rd., Sect. 1, Taipei, Taiwan. **IR-70.**

3559 Plastics working machinery

A manufacturer of plastic machinery reported to be the only one in Taiwan, is interested in a licensing arrangement with a U.S. plastic machinery firm to improve its products. The concern seeks technical assistance in improving the sealing, cutting, and inflating machines which it now produces. Established in 1961, the Taipei firm has approximately 60 employees.

Write: Sinfuta Plastic & Machinery Ind. Corp., 175-1 Sect. 2, North Chungking Rd., Taipei, Taiwan.★ **IR-46.**

3561 Compressors

A Taipei manufacturer of electric motors, generators, refrigerators and room air conditioners seeks a license to manufacture freon compressors for use with refrigerators and air conditioners.

Write: Chung-Hsin Electrical & Machinery Mfg. Corp., 67 Chung King South Rd., Sect. 1, Taipei, Taiwan. WTD. **IR-98.**

3561 Pumps

A Taiwan firm principally involved in the import-export business wishes to obtain technical assistance in the production of hollow-shaft vertical turbine pumps.

Write: Fair Enterprises Corp., P.O. Box 791, Taipei, Taiwan. WTD. **IR-44.**

3585 Household air conditioners

An importer of small gasoline engines is interested in investigating the possibilities of establishing a factory to manufacture window-size household air conditioners on a joint venture basis with an experienced U.S. firm. The Taipei firm has been in business since 1947.

Write: Tang Co. Ltd., 119 Kunming Road, Taipei, Taiwan. **IR-21.**

A Taipei manufacturer of air conditioning and refrigeration equipment seeks a licensing arrangement with an experienced U.S. firm to manufacture complete refrigeration and air conditioning units. The firm has been in business since 1937 and has 110 employees.

Write: San Chin Machinery Corp., 43 Kuan Chien Road, Taipei, Taiwan. **IR-34.**

A joint venture is sought by a Taiwan air conditioning firm to expand by manufacturing complete room air conditioning units for the local market. The firm designs, installs, and maintains refrigeration and air conditioning equipment. Founded in 1958, the firm expanded in 1961 with the establishment of a plant near Taipei for manufacturing some air conditioning equipment and components. It seeks a U.S. joint venture partner able to supply or furnish capital to buy used machinery to manufacture such components as condensers, cooling coils, fans and casings. Compressors, motors and controls would continue to be imported for assembly into the units in Taiwan. Firm is prepared to discuss collaboration details with interested U.S. firms.

Write: Senior Air Conditioning Corp., 34 Sect. 1, Roosevelt Road, Taipei, Taiwan.★ **IR-50.**

3585 Air conditioners
3632 Refrigerators

A recently-established Taipei firm seeks a U.S. joint venture partner to assist in expanding its motorless refrigerator and air conditioner plant. The U.S. firm is asked to provide $100,000 for working capital. The Chinese firm asserts it has the technical know-how and a plant to mass produce a motorless type refrigerator and air conditioning unit of its own design using the absorption process of refrigeration, which it claims can be produced at two-fifths of the normal cost for such equipment.

Write: Kuo Kwang Electric Co., Ltd., 13 Nan Yang St., Taipei, Taiwan. **IR-92.**

3631 Kitchen equipment

A Taiwan manufacturer of bicycles seeks a joint venture or license to diversify production to include efficiency kitchens. Firm claims to have excellent manufacturing facilities for both gas and electric kitchen equipment.

Write: Taiwan United Bike Co., 36 Kung Chen St., Kaohsiung, Taiwan. **IR-13.**

3635 Electrical appliances

A Taipei firm manufacturing industrial and home cleaners and spare parts for textile machinery seeks a U.S. joint venture partner for expansion and diversification purposes. It would like to produce dehumidifiers and other electrical appliances for home and office use. Capital and technical assistance is required from the U.S. participant. The Chinese firm would consider building the shells of such products and would purchase such electrical components as compressors from the U.S. for assembly in Taiwan.

Write: Chang Tsun Trading Co., 81 Sect. 1, Yen-Ping North Road, Taipei, Taiwan. **IR-95.**

3641 Fluorescent lamps

A Taipei importer and distributor of machinery and steel products seeks a licensing arrangement with a U.S. firm to manufacture fluorescent lamps. The firm has been in business since 1951.

Write: Mei Chong Trading Co., 77 Sect. 1, Hankow St., Taipei, Taiwan. WTD. **IR-217.**

3694 Spark plugs

A Taipei importer-exporter plans to manu-

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-4065 or WO 7-5367).

***WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.**

facture spark plugs on a joint venture basis with an experienced U.S. firm. Technical assistance and machinery is requested of an interested U.S. company.

Write: Taiwan Products & Trading Corp., P.O. Box 79, Taipei, Taiwan. **IR-88.**

3732 Boats

Joint venture sought by Taiwan auto dealer for the manufacture of small pleasure boats, with U.S. partner furnishing marketing and distribution know-how.

Write: Kiangsons Co. Ltd., 1265 Chung Cheng Road, Taipei, Taiwan. **IR-58.**

3941 Toys

License or joint venture sought by Taiwan firm for toy production and distribution. No U.S. capital necessary but requires technical know-how and marketing advice.

Write: International Trade and Machinery Co., Inc., 60 Nanyang St., Taipei, Taiwan. **IR-53.**

3999 Wigs

A Taiwan firm specializing in producing Chinese art and handicraft products is interested in a joint venture with a U.S. company to manufacture wigs. The firm seeks a U.S. partner able to supply natural or artificial raw materials for wigs to be made in Taiwan, then shipped to the U.S. firm for distribution and sale.

Write: China Art & Craft Works, 5 Lane 27, Pei-An Road, Taipei, Taiwan.★ **IR-30.**

8911 Engineering consultants

A recently-established engineering consulting firm wishes to cooperate with a U.S. engineering firm on a joint venture basis. The Taipei firm feels that technical cooperation with an experienced U.S. engineering firm is necessary, especially when its projects call for equipment to be imported. This firm has 12 engineers, all technically trained and competent with experience in civil, chemical, electrical, and mechanical fields. Further details may be obtained directly from the firm.

Write: Allied Engineering Corp., 20 Sect. 1, Chung Ching South Rd., Taipei, Taiwan. **IR-25.**

Pakistan businessman will look for partners in U.S.

S. Phool Badshah, managing director of a Pakistani manufacturing firm, plans to visit the U.S. within the next six weeks to discuss joint venture possibilities with potential U.S. investors.

Located in Nowshera, West Pakistan, his firm manufactures steel products and imports mild steel billets, ferro-alloys and raw materials for its own use. It seeks to expand its present facilities to make such products as agricultural implements, diesel engines and centrifugal pumps on a joint venture basis with U.S. firms.

U.S. firms interested in exploring the possibility of a joint venture and wishing to arrange an appointment with Mr. Badshah should **write:** S. Phool Badshah, Managing Director, Karimi Industries Ltd., G.T. Road, Nowshera, W. Pakistan.

Honduran shoemaker wants expansion help

U.S. partner needed to supply management, operational advice

A Tegucigalpa shoe manufacturing concern established in 1962 seeks a joint venture with a U.S. firm experienced in the industry. The firm's 1964 production totaled approximately 22,000 pairs of men's and women's shoes for sales of $92,000.

According to the firm, the basic reason for the proposal is to lower unit manufacturing costs through larger, more efficient production facilities and sophisticated management and operating techniques.

In return for an equity in the business, details of which are subject to negotiation, the U.S. partner would supply a limited amount of capital, but principally management and operating guidance, aggressive sales promotion techniques and advice on shoe design.

The firm's plant is located in a rented building with insufficient working space to properly accommodate its 32 U.S.-made machines. A retail sales outlet is maintained in downtown Tegucigalpa. The company's products are said to be of good quality.

Sufficient capital to acquire additional machinery, a move to more commodious quarters, and more efficient operations would allow the firm to step up production to 900 and eventually to 1,500 pairs of shoes a week, with a consequent lowering of unit costs. The firm has three major competitors, but shoe import statistics indicate a growing market for Honduran-made shoes.

Write: Zacarias Bendeck, Manager, Fabrica de Calzado La Espanola, S. de R.L., Apartado Postal 55-C, Tegucigalpa, D.C., Honduras, C.A.

Ceylon extends deadline on flood control bids

The Government of Ceylon has extended the date for receiving offers to prepare feasibility reports on flood control in certain areas of the country until June 30.

The March 22 issue of INTERNATIONAL COMMERCE noted that the Government of Ceylon requested offers from experienced U.S. firms to prepare feasibility reports on flood control and flood protection measures in the development of three river basins—the Gin Ganga, the Kalu Ganga and the Nilwala Ganga. Offers relating to the three projects may be submitted separately for any of the projects or combined into one offer.

The Government of Ceylon again has stressed that it would like to receive proposals which include deferred payment arrangements.

For details on the type of feasibility report required for each project, **write:** BDSA-6495, Rm. 4111, Dept. of Commerce, Washington, D.C. 20230.

Completed offers should be addressed to: The Permanent Secretary, Ministry of Land, Irrigation and Power, Galle Face Secretariat, Colombo 1, Ceylon.

A copy of the offer **also should be mailed to:** The Director, Economic Division, General Treasury, Galle Face Secretariat, Colombo 1, Ceylon.

Turkish chemical maker wants U.S. firm's help in expanding product line

An Istanbul manufacturer of agricultural chemicals seeks a joint venture with an experienced U.S. producer to expand its present product line. The firm currently produces agricultural chemicals in dust and wettable powder form but is anxious to add liquid emulsions to its line. The U.S. partner would be expected to provide between $17,000 and $23,000, along with technical assistance.

Founded as a partnership in 1952, this firm began operating a plant for agricultural chemicals in 1960. In 1964, collaborating with foreign companies, it organized an agricultural chemicals manufacturing company under the provisions of Turkey's Capital Investment Encouragement Law, but one of the foreign collaborators has withdrawn from the venture. Reportedly, the site for a new factory is available and Swiss machinery, furnished by one of the foreign collaborators, is being procured. Firms interested in following up this opportunity should **write:** Melih Tipi ve Veysi Midil, Dort Eczaci Kol. Sti., Nesli Han Kat 6, Karamustafa Cad. 71, Galata, Istanbul, Turkey.

TEXTILE MACHINERY

Weaving mill seeks licenses to produce textile machinery and apparatus, including humidifiers; handling, lifting or packing machinery; textile accessories; crushers and grinders; feedstuff crushers and mixers; gears, transmission pully, ratchets, wheels and rollers; hydraulic controls.

Write: Ateliers Guillaume Diederichs, Sainte Colombe (Rhone), France. WTD.

Pakistan firm wants partner for bakery, bran oil ventures

Managing director due in U.S. soon; should be contacted now

A Lyallpur, West Pakistan, firm operating a 25,000-spindle, 500-loom textile plant and controlling a rice bran oil facility proposes joint ventures to establish a bakery and expand and diversify production of the oil refinery to include new products.

In both instances financial participation to cover the cost of U.S. machinery and equipment, along with technical know-how, is asked in return for equity in the ventures.

According to the firm, a modern automated bakery capable of producing two 4-ounce varieties of popular Pakistani breads called "tandoris" and "nans", and western-style white bread and rolls offers a most attractive investment opportunity. The firm has already calculated the approximate unit costs for the Pakistani type breads compared with the present method of using crude open clay ovens. It has also estimated the size of the market.

The firm is open to suggestions from an interested U.S. bakery concern regarding details of a joint venture for this entirely new project, but indicates it would like to install U.S. machinery and equipment capable of producing approximately 64,000 individual 4-ounce Pakistani loaves daily in two 8-hour shifts.

The rice bran oil venture calls for expansion of a plant which is just starting operations. The facility is located at Muridke and is equipped with German machinery. However, it has already been decided that production capacity should be doubled and the rice bran oil refined into an edible product. The wax resulting from this process would be used for cosmetics, other by-products would go into laundry soap, and waste de-oiled rice bran into cattlefeed.

Total cost of this expansion and diversification is estimated at $800,000. Required machinery and equipment beyond that already installed would cost an estimated $500,000. A potential partner in the venture would be asked to contribute about $360,000, or 45% of the total project cost, along with technical know-how.

As the managing director of the Pakistani firm is reportedly contemplating a trip to the United States within the next few days, firms interested in following up one or both of these proposals and wishing to arrange an appointment, should communicate with him immediately.

Cable or write: Fazli-i-Ahmad, Managing Director, Premier Cloth Mills Ltd., Mian Muhammadabad, P.O. Box 43, Lyallpur, Pakistan.

Colombian steel firm buys U.S. goods to expand plant

A Colombian steel company will buy U.S. equipment and engineering services to expand and modernize its plant at Medellin with a $3.95 million loan from the Eximbank.

Empresa Siderurgica, S.A. (EMPRESA) will buy one Halogen type electrolytic tinning line from the Wean Engineering Company of Warren, Ohio; an electric furnace from Lectromelt Division of McGraw Edison Company of Pittsburgh, Pennsylvania; a continuous casting machine from Concast Incorporated of New York; and two high frequency resistance pipe welders from Thermatool Corporation of New Rochelle, New York, a subsidiary of American Machine and Foundry Company.

Engineering services, as well as financial and technical advice, will be provided by the Forel Equipment Corporation of New York Accessory equipment to be purchased from other U.S. suppliers, not yet designated, will include cranes, buckets, ladles, and handling equipment.

IFC helps to finance Ugandan textile mill

The International Finance Corporation (IFC), an affiliate of the World Bank, has made its first investment in Uganda. The investment will assist in financing Mulco Textiles Limited (MULCO), a new company organized to establish a fully integrated cotton textile mill at Jinja, near Lake Victoria. The estimated cost of the project is equivalent to $7.7 million.

The MULCO mill, which will use Ugandan cotton, is to be equipped with 24,220 spindles and 450 looms as well as finishing equipment for bleaching and dyeing. Its principal products will be gray cloth and piece dyed fabrics. At full operation, annual production is expected to be in excess of 18 million square yards of textiles.

Somali firm seeks partner in pickling sheep and goat skins

Plant would be 1st of its kind in Somali; firm expects to handle about 700,000 skins per year

A Somali firm of good reputation, experienced in exporting hides and skins, general merchandizing and construction, which has long dealt with shepherds in bartering goods for hides and skins, proposes a joint venture with an experienced American firm to establish a processing plant for pickling sheep and goat skins.

The firm is reported to have active and enterprising management. While it proposes a fifty-fifty joint stock company with a U.S. firm, it is open to counterproposals for organization or percentage participation.

In addition to financial participation in the proposed project, the American partner would be expected to provide processing, technical and marketing assistance. The Somali firm has made a detailed study of the proposed venture, has selected an approximate site for the plant and estimated equipment and labor needs.

Dry and raw salted Somali goat and sheep skins are currently sold to middlemen on the Arabian peninsula. Many hides are wasted because of inefficient processing methods. The proposed pickling plant would be the first of its kind in Somalia.

The Republic of Somali has signed an Investment Guaranty Agreement with the United States and offers special incentives to foreign investors under its Foreign Investment Law.

The site tentatively selected for the pickling plant is Burao, in the Northern Region of the Somali Republic, about 90 miles from the seaport of Berbera. Blackface sheep skins, prized in the world leather market, are freely available in the area. Estimated production is calculated at around 700,000 skins per year.

Experienced firms interested in this investment opportunity can obtain further details by **writing:** Somali General Trading Co., P.O. Box 55, Hargeisa, Somali Republic. WTD ★

FURTHER OPENINGS

The Taiwan Trade Mission's interview reports on pages 19-21 of this issue also contain several potential investment chances for U.S. businessmen.

World Trade Opportunities pages 50-59

Ceylon renews bid invitation on hydroelectric, tunnel jobs

The Ceylon Government's Department of Electrical Undertakings has re-issued its invitation to bid on the construction of Stage 1 of the Maskeliya Oya hydroelectric project and the Contract No. 5 tunnel and surge shaft under the project.

June 15 is the new tender deadline for both. The Ceylon Government is considering modifying certain clauses relating to taxes, and bidders should submit information giving their sources of credit, rate of interest and period of repayment.

The Department said it also is interested in combined offers for the tunnel and surge shaft project and the civil works construction for Stage 1 of the Maskeliya Project. (INTERNATIONAL COMMERCE, March 15, p. 57; March 1, p. 33, Feb. 1, p. 52; Oct. 12, 1964, p. 29).

Specifications and tender instructions are available from the Embassy of Ceylon, Washington, D.C., or Ingledow Kidd and Associates, Ltd., 1112 West Pender St., Vancouver, B.C., Canada.

Egypt plans groundnut plant

The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, has issued a tender to supply and erect a groundnut processing and packing plant to process 400 tons of groundnuts a day.

Equipment will include rolling mills, kettles and expellers; a continuous solvent extraction plant with a capacity of 100 tons of prepared soybeans each 24 hours; an oil processing plant and a plant for auxiliary services. Tender No. 4/65, bid deadline Oct. 2.

Specifications, available on a short term loan basis to firms domiciled in the U.S., can be obtained from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-5589.)

German jail-building program

The State Justice Ministry in Duesseldorf, Germany, which has responsibility for construction of jails, is prepared to answer questions about construction areas and bid procedures.

Building contractors and manufacturers of penitentiary and jail equipment may send brochures and sales literature. Firms located in the U.S. can obtain a list of Germany's State Ministries of Justice from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601.)

Viet-Nam extends deadline

The Industrial Development Center (IDC), 40-42 Blvd. Nguyen Hue (P.O. Box 336), Saigon, has extended bid deadline for machinery and equipment for a complete caustic soda and chlorine plant to June 15. (INTERNATIONAL COMMERCE, March 29, p. 38.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

200 Food Products

SAUDI ARABIA—Canned fruits and vegetables, canned poultry, packaged foods, all kinds; requests offers c.i.f. Jidda. Arab Economical Enterprises Co., Ltd. (importer, wholesaler, retailer), P.O. Box 943, Jidda. WTD 5/5/64.

201 Meat Products

SAUDI ARABIA—Frozen or canned chicken and meat products; requests offers c.i.f. Jidda. Arab Economical Enterprises Co., Ltd. (importer, wholesaler, retailer), P.O. Box 943, Jidda. WTD 5/5/64.

TRINIDAD—Canned, pickled meats. Direct purchase and agency. James Leung & Co., Ltd. (exporter, agent), 19 Charlotte St., Port of Spain. WTD 4/2/65.

203 Canning, Preserving Foods

GERMANY—Canned fruits and vegetables. Requests quotations. Direct purchase and agency. Ulrich Michaels, 20 Willdenowstrasse, 1 Berlin 45. WTD 4/29/65.

SAUDI ARABIA—Canned foods, juices. Arab Economical Enterprises Co., Ltd. (importer, wholesaler, retailer), P.O. Box 943, Jidda. WTD 5/5/64.

★★ TAIWAN—Trade Mission

Baby foods. China Chemical and Pharmaceutical Co., Ltd. (manufacturer), 23, Hsiang Yang Rd., Taipei. WTD 4/7/64. TM-205-B.

TRINIDAD—Canned vegetables and fruits,

all kinds. Direct purchase and agency. James Leung & Co. Ltd. (exporter, agent), 19 Charlotte St., Port of Spain. WTD 4/2/65.

204 Grain Mill Products

SAUDI ARABIA—Flour; rice, all types. Arab Economical Enterprises Co., Ltd. (importer, wholesaler, retailer), P.O. Box 943, Jidda. WTD 5/5/64.

★★ TAIWAN—Trade Mission

DL-Methionine, feed grade chemicals for use in chicken feed; fish meal for chicken feed; 100-300 tons. Yih Sheng Trading Co. (importer), 46-3 Tai Yuan Rd., Taipei. WTD 11/18/63. TM-45-B.

TRINIDAD—Wheat flour, beans, peas. Direct purchase and agency. James Leung & Co. Ltd. (exporter, agent), 19 Charlotte St., Port of Spain. WTD 4/2/65.

207 Confectionery Products

GERMANY—All types of candies and confections. Rachengoldwerk Adolf Speck (manufacturer, wholesaler), 75 Karlsruhe, Humboldtstrasse 27. WTD 4/21/65.

208 Beverage Industries

THAILAND—Dry yeast. C.i.f. prices, packing sizes requested. Wheelock Marden & Co. (Thailand) Ltd. (importer, exporter), 283 Silom Rd., Bangkok. WTD 9/30/64.

209 Miscellaneous Food Preparations

PAKISTAN—Soybean oil, cottonseed oil, for use in manufacturing vegetable ghee. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

SAUDI ARABIA—Cottonseed and sesame seed; cottonseed and sesame seed oil. 'Abd al-Rahman 'Ubud Bawazir (importer, wholesaler, retailer), P.O. Box 341, Jidda. WTD 4/26/65.

220 Textile Mill Products

FINLAND—Fabrics for wearing apparel, material for use in manufacturing suits, coats and dresses. Requests descriptive literature, prices, terms, samples if available. Direct purchase or agency. Oy Kangasyhtyma AB (wholesaler, commission agent), Iso Roobertinkatu 20-22, Helsinki. WTD 3/2/65.

HONG KONG—Necktie materials, all kinds. George M. Lau (Hong Kong) Ltd. (importer, exporter), 808-819 Edinburgh House, Queen's Road Central, Hong Kong. P.O. Box 624. WTD 3/20/64.

NETHERLANDS—Printed synthetic fabrics for ladies' dresses, blouses, lingerie. Exclusive agency representation for The Netherlands desired. Samples and price lists requested. Direct purchase and agency. H. F. Buseck (sales agent), 28 Schubertstraat, Amsterdam. WTD 4/26/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

229 Textile Goods

GERMANY—New and old textile waste of all kinds, including rags, old clothes and remnants, unsorted or sorted as to quality and color, for textile manufacturers, paper and pasteboard factories and technical enterprises; requests quotations cif Bremen. Hermann Kastrup, Rohstoffhandelsgesellschaft mbH. (importer, wholesaler), 43 Fabrikstrasse, 4812 Brackwede/Westf. WTD 4/28/65.

233 Women's, Misses, Juniors' Outerwear

JORDAN—Women's, misses' blouses, shirts, trousers. Tawfic Tabbaa & Co. (importer, exporter, manufacturer), P.O. Box 1408, Amman. WTD 2/15/65.

243 Prefabricated Structural Wood Products

● **GREECE**—Wooden crossarms (pine species or Douglas fir) 142,150 pieces. Pressure treated, creosote or penta-petroleum. Tender No. DMKD-432, bid deadline June 25 (See INTERNATIONAL COMMERCE, May 10, p. 24). Public Power Corporation, Purchasing Department, 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-3359).

251 Household Furniture

SAUDI ARABIA—All types of household furniture; requests catalogs and price lists c.i.f. Jidda. Sa'id Abu Bakr Bashrahail & Sons (importer, wholesaler, retailer), P.O. Box 372, Jidda. WTD 5/3/65.

252 Office Furniture

SAUDI ARABIA—Office furniture, metal desks, chairs, record cabinets, safes, tables. Requests catalogs and price lists c.i.f. Jidda. Sa'id Abu Bakr Bashrahail & Sons (importer, wholesaler, retailer), P.O. Box 372 Jidda. WTD 5/3/65.

262 Paper Mills

GERMANY—Kraft wrapping paper, glassine, grease-proof, grocers, imitation parchment, tissue and writing paper of all kinds. Requests quotations c.i.f. German or Dutch ports. Ernst Hoettler (distributor, importer, exporter), 30 Salzstr. 44 Muenster. WTD 3/31/65.

264 Converted Paper, Paperboard Products

THAILAND—Toilet and facial tissues. Prices c.i.f. Bangkok. Wheelock Marden & Co. (Thailand) Ltd. (importer, exporter), 283 Silom Rd., Bangkok. WTD 9/30/64.

272 Periodicals

GERMANY—Magazines, particularly those of a scientific nature. Requests replies in German. Buchhandlung Otto Roppel (import, export, retail), Marburg/Lahn, Markt 10, West. WTD 4/27/65.

273 Books

GERMANY—Technical books. Requests replies in German. Buchhandlung Otto Roppel (importer, exporter, retailer), Marburg/Lahn, Markt 10, West. WTD 4/27/65.

Scientific literature. Karl Gess K.G. Buchhandlung und Antiquariat (retailer), 7750 Konstanz a. Bodensee, Postfach 190. WTD 4/21/65.

281 Industrial Chemicals

BELGIUM—Cupric oxide, selinium in powder, magnesium oxide, chromic oxide and zirconium oxide. Quote prices c.i.f. Antwerp. Compagnie Anversoise de Produits Chimiques (importer, exporter, wholesaler), 21 Kipdorp, Antwerp. WTD 2/16/65.

FINLAND—Heavy, fine chemicals used in manufacture of glass, ceramics. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agents), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

Heavy, fine chemicals, related products used in processing paper, pulp. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agents), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

● **KOREA**—Sodium tetraborate, borax, $10H_2O$, 99%, 37 metric tons; potassium carbonate, calcined or granulated, technical, 98% K_2CO_3, 120 metric tons; sodium carbonate calcined 98% Na_2CO_3, 40 metric tons; ammonia catalyst, KM 1 quality, 6 metric tons; Permutit R.S., Diaion SKIA apparent density 813 gm/l., 0.49mm. Invitation No. KFX 5047-N, P.R. No. 65-PE-16, bid deadline 2 P.M. May 31. Office of Supply, Government of Korea, Seoul.★ (Telephone: 202-WOrth 7-3465).

★★ TAIWAN—Trade Mission

Anti-foam chemicals, sulphur and paper sizing chemicals. Taiwan Pulp & Paper Corp. (manufacturer), 3 Lane 53, Section 1, Chung Shan North Rd., Taipei. WTD 10/5/64. TM-54-A.

282 Synthetic Materials

FINLAND—Wide range of chemicals for use by manufacturers of rubber products. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

Entire range of plastics industry chemicals, raw materials, related items. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Plastics Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

MOROCCO—Polystyrene sheets, mat and glossy, thicknesses 0.2-0.5 mm., heat resistance 80/90°-100/120° C., to be used locally for vacuum forming. Transparent plexiglass sheets, same characteristics, all colors. Direct purchase and agency. Requests correspondence in French. Quotations Casablanca. Royal Plastique, 70 rue de Vigny, Casablanca. WTD 4/28/65.

★★ TAIWAN—Trade Mission

Raw material for manufacture of plastic bags. Formosa Produce Corp. (importer, exporter, wholesaler), 51 Section 2, Wucheng St., Taipei. WTD 4/24/64. TM-21-B.

Expandable polystyrene and other chemicals. Van Traders Inc. (importer, exporter), 2nd Floor, 30-2 Nanking West Rd., Taipei. WTD 10/18/63. TM-60-B.

283 Drugs

FINLAND—Entire range of fine chemicals, related items, for pharmaceutical industry use. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

FRANCE—Pharmaceutical preparations, refined chemicals for use in pharmaceutical preparations. Direct purchase and agency. Laboratoires Clevenot (manufacturer, importer, dealer), 5-9 rue Anquetil, Nogent-sur-Marne (Seine). WTD 3/26/65.

★★ **TAIWAN—Trade Mission**

Pharmaceuticals, in bulk, for repacking. Patented drugs. China Chemical and Pharmaceutical Co., Ltd. (manufacturer), 23 Hsiang Yang Rd., Taipei. WTD 4/7/64. TM-205-A.

Pharmaceutical and chemical products. Taishin Co. (importer, exporter), 140 Min Sheng East Rd., Taipei. WTD 3/15/65. TM-61-B.

Pharmaceutical and veterinary drugs. Yih Sheng Trading Co. (importer), 46-3 Tai Yuan Rd., Taipei. WTD 11/18/63. TM-45-A.

284 Cleaning, Cosmetic, Toilet Preparations

FINLAND—Wide range of chemicals and preparations for use of cosmetics manufacturers. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

GIBRALTAR—Cosmetics and toilet preparations, all kinds. British Pharmaceutical Co., Ltd. (retailer), 111 Main St., Gibraltar. WTD 2/23/65.

HONG KONG—All-purpose liquid detergents to be imported in bulk (55-gallon drums). David J. Hamnett, Ltd. (importer, exporter), 804 Bank of East Asia Bldg. (P.O. Box 15047), Hong Kong. WTD 4/23/65.

JAPAN—Aluminum cleaner. Requests replies with literature and prices. Direct purchase and agency. Yuasa Trading Co. (export, import), 11 Sugawara-cho 2-chome, Naka-ku, Nagoya. WTD 1/13/65.

SWEDEN—Mouth spray, hair spray, complete sets of toilet articles for men. Aerosol preparations, products for cleaning and waxing automobiles. Direct purchase and agency. Rune Burstrom AB (importer, wholesaler, sales agent), P.O. Box 23060, Stockholm 23. WTD 4/23/65.

THAILAND—Floor, auto wax. Prices c.i.f. Bangkok. Wheelock Marden & Co. (Thailand) Ltd. (importer, exporter), 283 Silom Rd., Bangkok. WTD 9/30/64.

285 Paint, Varnish

SAUDI ARABIA—Prepared paints, enamels, varnishes of all kinds; requests offers with catalogs and price lists. Modern Paints Store (importer, wholesaler, retailer), P.O. Box 890, Jidda. WTD 5/3/65.

287 Agricultural Chemicals

FINLAND—Wide variety of fertilizers, related chemicals. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Chemical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

★★ **TAIWAN—Trade Mission**

Agricultural chemicals, raw materials and/or finished products, in bulk for repackaging or in ready-to-use form; pesticides, herbicides, fungicides. Formosa Produce Corp. (importer, exporter, wholesaler), 51 Section 2, Wucheng St., Taipei. WTD 4/21/64. TM-21-C.

289 Miscellaneous Chemical Products

MOROCCO—Printing ink, all colors, for use in the plastic and textile industries. Direct purchase and agency. Requests correspondence in French. Quotations Casablanca. Royal Plastique, 70 rue de Vigny, Casablanca. WTD 4/28/65.

★★ **TAIWAN—Trade Mission**

Inks for labelling plastic. Confong Corp. (importer) 10 Wu Chang St., Taipei. WTD 5/18/64. TM-16

299 Petroleum, Coal Products

SAUDI ARABIA—Packaged lubricating oils, lubricants, gear oils and greases. Arab Economical Enterprises Co., Ltd. (importer, wholesaler, retailer), P.O. Box 943, Jidda. WTD 5/5/64.

301 Tires, Inner Tubes

● **BURMA**—Tires, inner tubes, flaps, sizes 21 x 25 and 24 x 29. Tender No. 871/416/MACH 23/G-1 (64-65), bid deadline June 21. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools and Spares Division, No. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

FRANCE—Hard rubber tubing for conveying industrial materials such as gas, fuel, coal. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris 8e. WTD 8/20/64.

307 Miscellaneous Plastics Products

FRANCE—Flexible plastic tubing for conveying industrial materials such as gas, fuel, chemicals. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris 8e. WTD 8/20/64.

321 Flat Glass

ITALY—Plate glass. Direct purchase, agency. La Vetraria (manufacturer, wholesaler), Corso Savona 127, Asti. WTD 4/23/65.

Sheet and window glass, plate glass, structural glass. Direct purchase, agency. Cugini Gianotti (agent), Via S. Quintino 44, Torino. WTD 4/23/65.

322 Glass, Glassware

FRANCE—Handmade decorative glassware, including tableware, in the gift line. Requests replies in French. Kitzinger Freres (manufacturer, importer, dealer), 153 rue du Faubourg St. Denis, Paris 10e. WTD 12/22/64.

323 Glass Products

FRANCE—Handmade decorated glass articles in the gift line. Requests replies in French. Kitzinger Freres (manufacturer, importer, dealer), 153 rue du Faubourg St. Denis, Paris 10e. WTD 12/22/64.

331 Steel Mill Products

● **INDIA**—5000 metric tons of blooms, billets, slabs, bars, sheets and plates: 48 items. Tender No. S-58 of 1965, bid deadline June 1. Ministry of Railways (Railway Board), New Delhi 1. A copy of tender documents may be examined in Room 4222, Iron and Steel Div., BDSA., Department of Commerce, Washington, D.C. Tender documents are available from India Supply Mission (Ref. No. D/ENQ/1675), Washington, D.C. 20008, for a tender fee of $2.10 each, not refundable.

335 Rolling, Drawing, Extruding Nonferrous Metals

● **IRAQ**—90,000 pounds of solder Grade "G", 60% lead, 40% tin, one pound sticks. Tender Number 11/65, bid deadline June 8. Government Oil Refineries Administration, Baghdad. ★(Telephone: 202-WO 7-2298).

PAKISTAN—Switches; cables, single core and 2 core, insulated, P.V.C. weatherproof. Rahbar Engineers (retailer), 94 Temple Rd., Lahore, West. WTD 4/26/65.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—1000 stoking shovels, 600 round nose (large) shovels, and 600 square mouth shovels. Tender No. 232/F.P., bid deadline June 23. Government of the Union of Burma, Divisional Manager, People's Stores Corp., Transport, Transport Equipment, Tools and Spares.★ (Telephone: 202-WO 7-5589).

FRANCE—Pocket-size saws for use by craftsmen, Boy Scouts, soldiers. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris 8e. WTD 8/20/64.

SAUDI ARABIA—Building materials, carpentry tools. Modern Paints Store (importer, wholesaler, retailer), P.O. Box 890, Jidda. WTD 5/3/65.

343 Heating Apparatus, Plumbing Fixtures

IRAN—Boiler capable of producing saturated steam, 8 atmosphere per sq. cm., at rate of 4 tons steam per hr. Designed to use crude oil, waste wood as fuel. Taqi Tavakoli (manufacturer, wholesaler), Kebritsazi-e-Tavakoli, Tabriz.

344 Fabricated Structural Metal Products

● **BURMA**—Total of 1,272 ft. Armco Lennon Type Flume: 1,140 ft. No. 192, 122-23″ dia., 18 gauge galvanized steel with hanger plates, c.i. galvanized washers, lag screws, mastic paint, compression strips, joint rods; 132 ft. No. 188, 68-75″ dia., 18 gauge sheets from galvanized steel sheets, with parts as above. Tender No. 81/CS/64-65/GOVT., deadline May 31. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., 77/91 Sule Pagoda Road, Rangoon. Cable: GOVSTORES.★ (Telephone: 202-967-3601).

JAPAN—Sliding aluminum windows and doors. Requests replies with literature and prices. Direct purchase, agency. Howa Machinery, Ltd. (manufacturer, importer, exporter), Sukaguchi, Shinkawa-cho, Nishikasugai-gun, Aichi Prefecture. WTD 8/28/64.

THAILAND—Prefabricated office building containing rooms for 40 officers and 80 employees, conference room, storeroom, document duplicating room, rest rooms. Regional Office for Asia and the Far East, United Nations Food and Agriculture Organization, Phra Athit Rd., Bangkok (Attention: Mr. Boon Indrambarya, Regional Administrative Officer).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

348 Fabricated Wire Products

NETHERLANDS—Plastic coated border fencing (classic arch design); aluminum lawn fencing on rolls. Exclusive distributorship for the Netherlands desired. Firma Van Beek & Heijermans (importer), 90 Kromme Nieuwegracht, Utrecht. WTD 4/26/65.

349 Fabricated Metal Products

CANADA—Industrial, heating and miscellaneous valves (ferrous and nonferrous). Direct purchase and agency. R. R. Grant, Scarborough & Grant Co. (importer, wholesaler, distributor), 12 Le Page Court, Downsview, Ontario. WTD 4/28/65.

● **COSTA RICA**—One sluice gate valve to cover a circular opening (0.80 meters). Tender No. 1226, bid deadline June 10. Instituto Costarricense de Electricidad, Apartado XXX-II, San Jose. Specifications in Spanish only.★ (Telephone: 202 WO 7-5589).

352 Farm Machinery

● **BURMA**—3 wind mill pumping plants 25″ x 9½″ stroke, direct acting, fully enclosed, self-oiling, with automatic governing device to prevent excessive speed in heavy and gusty winds, complete with fittings. Tender No. 348/Mach 23/G-1(64-65)841, bid deadline June 15. Divisional Manager, Machinery, Equipment, Tools & Spares Division, People's Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4319).

NETHERLANDS—Canvas grass catchers (wire frame with galvanized bottom) for lawn mowers. Exclusive distributorship for the Netherlands desired. Firma van Beek & Heijermans (importer), 90 Kromme Nieuwegracht, Utrecht. WTD 4/26/65.

353 Construction, Mining, Materials, Handling Machinery

BRAZIL—Earthmoving machinery and equipment. Distributor desires to represent manufacturers. Requests catalogs, quotations cif Rio de Janeiro. Expansao Mercantil Importadora e Exportadora S.A. (distributor, representative, agent), Rua do Carmo 8, 8° andar, Rio de Janeiro ZC-00. WTD 4/28/65.

ENGLAND—Small machinery (concrete mixers, construction type elevators), hoists and general equipment for the building and civil engineering industries. Jackson Engineering (Beckenham) Ltd., (importer), 129 High St., Beckenham, Kent. WTD 4/16/65.

FRANCE—Heavy earthmoving machinery, including bulldozers, caterpillar equipment, scrapers, loaders, shovels, trenchers. Requests replies in French. Societe Francaise d'Entreprises de Dragages & de Travaux Publics (public works enterprise), 10 rue Cambaceres, Paris 8e. WTD 2/19/65.

Light-duty soil trencher (self-propelled or tractor-drawn), gasoline-operated, suitable for digging drainage trenches; also for installation of underground irrigation mainlines in orchards. Trench excavator should be designed for digging to depth of 6 feet, width of 4 inches, with a maximum width of 2 feet at a depth of 3 feet. Requests descriptive literature with price list. Gilbert L. Herman, Domaine de Castang, par Bergerac, Dordogne. WTD 4/27/65.

JAPAN—Advanced design, automatically controlled road construction equipment including excavators, pavers. Tokyo Tsusho Kaisha, Ltd. (Totsu Co., Ltd.) (importer, exporter), Toyota Bldg., Sasashima-cho, Nakamura-ku, Nagoya. WTD 7/24/64.

● **KOREA**—30 diamond core drill BX casings with coupling, 10 ft. long size BX; 40 BX drill rods, 10 ft. long with coupling size BX; variety of core barrels, core lifters and inner tube extensions; all equipment to conform to DCDMA Standards. Tender No. KFX-5042-S, P.R. No. 65-PE-7 (Group IV), bid deadline June 11. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5566).

NEPAL—45 HP tractor and trailer. Requests catalogs and quotations c.i.f. Calcutta. Badri Prasad Thapalia, 20/109 Gyaneswar, Katmandu. WTD under preparation.

Tractor-mounted revolving crane with lifting capacity of 10,200 lbs. Catalogs and quotations c.i.f. Calcutta. Badri Prasad Thapalia, 20/109 Gyaneswar, Katmandu. WTD under preparation.

● **PHILIPPINES**—One mine hoist, double drum, maximum pull, 2.5 metric ton; maximum speed, 2 meter/second; depth of shaft, 300 M; rope, ¾″ with cluched drums, 2 depth indicators, hand brakes, magnetic emergency brake and 16″ mine fans, axial flow, skid mounted (or to be suspended) driven by a 3 h.p. 44 OV. 3-phase, 60C totally enclosed drip-proof motor, across the line starter with thermal relay heaters, inlet screen, ventube adaptor, performance 3,500C.F.M. at 600′ with 16″ tubing plus spares for two years operation per list to be submitted on separate sheet by bidder. Tender No. PHI/65/14, bid deadline June 4. D. Hussey, Director, Purchase & Transportation Service, United Nations, New York.★ (Telephone: 212 PL 4-1234, ext. 3637).

★★ **TAIWAN—Trade Mission**

Lift truck, 20 ton. Yung Loong Hardware Co. (importer, wholesaler), 6 Lane 16, Section 2, Chungshan North Rd., Taipei. WTD 12/3/64. TM-63-B.

Construction machinery; earth moving machinery. Direct purchase and agency. L. K. Yang & Co. (importer), 31-1 Sec 3. Chungking N. Rd., Taipei. WTD 6/19/64. TM-90-B.

354 Metalworking Equipment

● **BURMA**—Lathe, 24″ swing; drilling machine, vertical, 1 inch dia. drill, 9 spindle speeds. Tender No. 60, bid deadline May 30. Assistant Director General (3), (Procurement), Petroleum and Mineral Development Corp., No. 80 Rangoon/Insein Rd., Kyaikkala, Thamaing, Rangoon.★ (Telephone: 202-WO 7-5652).

CANADA—Acetylene welding and cutting apparatus. Direct purchase and agency. R. R. Grant, Scarborough & Grant Co. (importer, wholesaler, manufacturer), 12 Le Page Court, Downsview, Ontario. WTD 4/28/65.

ENGLAND—Power driven hand tools for the building and civil engineering industries. Direct purchase and agency. Jackson Engineering (Beckenham) Ltd., 129 High St., Beckenham, Kent. WTD 4/16/65.

Unique and modern types of machine tools and machine tool equipment. Direct purchase and agency. Gordon Try, Ltd. (importer, exporter, sales agent), The Causeway, Egham, Surrey. WTD 4/12/65.

● **INDIA**—Shearing and punching machine, for punching holes ranging from 3/16″ dia. to 5/8″ dia. on plates up to 5/8″ thick and for shearing plate up to 5/8″ thick, 3″ cut per stroke. Tender No. AEE/P/CAP/1098, bid deadline June 17. Atomic Energy Establishment, Trombay, Purchase Division, 3rd Floor, Mohatta Building, Palton Road, Bombay.★ (Telephone: 202-WO 7-5652).

● **IRAQ**—Milling cutters, 16 sets of various types and dimensions. Tender No. 13/65, bid deadline June 12. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5652).

★★ **TAIWAN—Trade Mission**

Machine, complete system, for making steel balls, 1/16″—1″. Yung Loong Hardware Co. (importer, wholesaler), 6 Lane 16, Section 2, Chungshan North Rd., Taipei. WTD 12/3/64. TM-63-C.

Press, 2000-ton, bed 70″x222″, with 10″x60″ x220″ bolster, air cushion, air clutch; 600-ton double action press; 200-ton double action press with air cushion; 500-KVA butt welder; 35-ton riveting machine; 400-KVA spot projection welding machine; portable seam welder; automatic self-forming portable finisher; Whiting punches Nos. 5 and 10; flanging machines; mixing tank; 400-ton single action press; 200-ton double crank, single action press; 600-ton double action press; 300-ton and 500-ton double crank presses; 100-ton paint press; electrostatic portable paint equipment. Yung Loong Hardware Co. (importer, wholesaler), 6 Lane 16, Section 2, Chungshan North Rd., Taipei. WTD 12/3/64. TM-63-E.

355 Special Industry Machinery

JAPAN—Sawmill and pulpmill equipment, including conveyor chains, sprockets, wear bars, wood staining machinery; veneer manufacturing machinery. Direct purchase and agency. Tokyo Tsusho Kaisha, Ltd. (Totsu Co., Ltd.) (importer, exporter), Toyota Bldg., Sasashima-cho, Nakamura-ku, Nagoya. WTD 7/24/64.

Poultry processing and egg processing machinery and equipment; automatic poultry raising equipment. Requests replies with catalogues and prices. Yuasa Trading Co. (importer, exporter), 11 Sugawara-cho 2-chome, Naka-ku, Nagoya. WTD 1/13/65.

Poultry breeding, poultry and egg processing machinery and equipment, including egg cleaners, egg graders, egg washers, auto feeders. Tokyo Tsusho Kaisha, Ltd. (Totsu Co., Ltd.) (importer, exporter), Toyota Bldg., Sasashima-cho Nakamura-ku, Nagoya. WTD 7/24/64.

MOROCCO—Vacuum forming machine for use in plastics industry. Requests correspondence in French, quotations Casablanca. Royal Plastique, 70 rue de Vigny, Casablanca. WTD 4/28/65.

NEPAL—Complete wood seasoning plant with capacity of 4,000/5,000 cu. ft. per month working 8 hours a day. Catalogs and quotations c.i.f. Calcutta. Badri Prasad Thapalia, 20/109 Gyaneswar, Katmandu. WTD under preparation.

Hot press for 4′ wide panels made from wood chips and saw dust. Catalogs and quotations c.i.f. Calcutta. Badri Prasad Thapalia, 20/109 Gyaneswar, Katmandu. WTD under preparation.

NORWAY—Forestry machinery, including barking machines, winches, funiculars, ditch diggers, cranes, of advanced design. Direct purchase and agency. A/S G. Hartmann (im-

porting wholesaler, manufacturers' agent), P.O. Box 1, 17 Hovfaret, Oslo 2. WTD 6/10/64.

PAKISTAN—Machinery for use in leather tanning industry. Direct purchase and agency. Cimex Corp., Ltd. (importer, distributor), Gardee Chambers, Napier/Thornton Rd., Lahore. WTD 12/30/64.

★★ TAIWAN—Trade Mission

Packaging machinery for food products. Formosa Produce Corp. (importer, exporter, wholesaler), 51 Section 2, Wucheng St., Taipei. WTD 4/21/64. TM-21-D.

Offset and letter press printing equipment. China Color Printing Co. (manufacturer), Wu Chang St., Section 1, Taipei. WTD 6/25/64. TM-160-B.

Machines for making sanitary napkins. Taiwan Pulp & Paper Corp. (manufacturer), 3 Lane 53, Section 1, Chung Shan North Rd., Taipei. WTD 10/5/64. TM-54-B.

Shear, power squaring, 1¼" x 8'; 18" plate, "C" type scroll shear; rotary slitting shear, power, fixed; rotary circle shear, power. Yung Loong Hardware Co. (importer, wholesaler), 6 Lane 16, Section 2, Chungshan North Rd., Taipei. WTD 12/3/64. WTD TM-63-A.

● **TURKEY**—One paint bruising and straining machine with a capacity of 100—159 kg. per hour. Tender No. 965/3034, bid deadline June 10. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

VIET-NAM—Machinery for producing dried yolk (powder), albumen (crystal) and shell from chicken eggs by a process of accelerating, freezing and drying; monthly production of approximately 6 MT of dried yolk, 2 MT of albumen and 4 MT of shell. Father Louis Anh, The Redemptorist Fathers, Dalat.

356 General Industrial Machinery

CANADA—Metal coating, degreasing, washing equipment. Direct purchase and agency. R. R. Grant, Scarborough & Grant Co. (importer, wholesaler, distributor), 12 Le Page Court, Downsview, Ontario. WTD 4/28/65.

Industrial pumps, compressors, spraying equipment, fans and blowers, high-frequency induction and dielectric heating apparatus, electric and fuel fired industrial furnaces used in metal processing. Direct purchase and agency. R. R. Grant, Scarborough & Grant Co. (importer, wholesaler, distributor), 12 Le Page Court, Downsview, Ontario. WTD 4/28/65.

ENGLAND—Transfer pumps, spray painting equipment, auxiliary equipment allied to painting or coating application. Direct purchase and agency. Spray Finishing Systems Ltd., Hampden Park, Eastbourne, Sussex. WTD 4/14/65.

FRANCE—Industrial laboratory equipment, such as ovens, drying cabinets, warm air generators. Direct purchase and agency. Ets Quintard & Cie (manufacturer, dealer), 67 rue de la Croix-Nivert, Paris 15e. WTD 3/31/64.

JAPAN—Stainless steel tank manufacturing machinery for use in manufacturing dyeing tanks. Yuasa Trading Co. (importer, exporter), 11 Sugawara-cho 2-chome, Naka-ku, Nagoya. WTD 1/13/65.

Automatic wrapping and labelling machines. Replies with literature and prices. Direct purchase and agency. Tokyo Tsusho Kaisha, Ltd. (Totsu Co., Ltd.) (importer, exporter), Toyota Bldg., Sasashima-cho, Nakamura-ku, Nagoya. WTD 7/24/64.

NORWAY—Hydraulic equipment and components for automotive, industrial and marine purposes. Includes accumulators, axial piston motors and pumps, filters, flow control valves, distributor valves, servo valves, steel tubes for cylinders and piping, cog wheel motors and pumps, vane pumps. Direct purchase and agency. Lauritzen & Thommessen A/S (importing wholesaler, manufacturers' agent), 3B Gladengveien, Oslo. WTD 3/16/64.

★★ TAIWAN—Trade Mission

Submersible pumps, irrigation equipment, rock drills. Alton Co. (Taiwan) Ltd. (importer, exporter, wholesaler), Rm. 311, Chungshan Bldg., Chungshan North Rd., Section 1, Taipei. WTD 2/25/65. TM-35.

Chemical solution proportioning pumps for water testing systems, individual deep wells. Direct purchase and agency. Y. Chen & Co., Ltd. (importer, wholesaler), 2nd floor, 4 Nanking East Rd., Section 1, Taipei. WTD 3/18/65. TM-26-B.

358 Service Industry Machines

FRANCE—Complete air conditioning units for industrial use. Direct purchase and agency. Ets Quintard & Cie (manufacturer, dealer), 67 rue de la Croix-Nivert, Paris 15e. WTD 3/31/64.

● **IRAQ**—Supply of seven electric laundry plants; each plant including washing machine, extractor, dryer, press, and boiler. Tender No. 15/65, bid deadline July 11. Terms require either a cash deposit or an Iraqi bank guarantee. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202 WO 7-2939).

★★ TAIWAN—Trade Mission

Air conditioner, operated by gas, coal gas, natural gas, LPG gas. Yung Loong Hardware Co. (importer, wholesaler), 6 Lane 16, Section 2, Chungshan North Rd., Taipei. WTD 12/3/64. TM-63-D.

Water filters and water purifying equipment. Van Traders, Inc. (importer, exporter), 2nd Floor, 30-2 Nanking West Rd., Taipei. WTD 10/18/63. TM-60-A.

Mortuary refrigerators. Formosan Pronto & Co. (importer) P.O. Box 895, Taipei. WTD 5/14/64. TM-17-B.

TRINIDAD—Laundry equipment and supplies for commercial use, all kinds. Direct purchase and agency. Empire Sales & Agencies, Ltd. (importer, wholesaler, commission merchant), P.O. Box 317, Corner St. Vincent St. & Tragarete Rd., Port of Spain. WTD 4/15/65.

● **VIET-NAM**—Supply of one vacuum cleaner and one floor scrubbing-polishing machine. Tender No. 1715-27045, bid deadline June 4. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

359 Miscellaneous Machinery

FRANCE—Flexible metal tubing for conveying industrial materials such as gas, fuel, liquids. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris 8e. WTD 8/20/64.

361 Electric Transmission, Distribution Equipment

● **BURMA**—Supply of electric measuring instruments and test equipment including, but not limited to, portable megger earth testers, portable megger insulation testers, ammeters, voltmeters, oscilloscope, multimeters, senometer, multi-range universal testers, tachometers, power factor meters. Tender No. 517/EL(G) 64-65, bid deadline June 15. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO-7-2939).

● Supply of the following electric test equipment: Two primary injection test sets, EM/P.I.T. 1; 30 portable universal testers, EM/M.T.I.L. Tender No. 508/EL (G) 64-65, bid deadline June 7. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of the following EM/M.T.I.1 electric measuring instruments: 3 portable three phase power factor meters; 9 portable single phase watt meters; 9 multi rouge through type current transformers; 30 phase sequence indicators; 15 rotating standard watt meters, single phase; 5 rotating standard watt meters, three phase; 15 portable frequency meters; 5 portable recording volt meters. Tender No. 510/EL (G), bid deadline June 11. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of miscellaneous electrical equipment including one 625 kva and seven 25 kva transformers, oil circuit breakers, 11 kv lightning arresters, 600 volt lightning arresters and 15 amp. and 60 amp. fuses. Tender No. 511/EL (G) 64-65, bid deadline June 11. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of 2000 cartridge fuses for use with 400 volts, 3 phase, 50 cycle system of which 500 are to be rated 6 amps., 500 at 12 amps., 500 at 20 amps. and 500 at 50 amps. Tender No. 513/EL(G)64-65, bid deadline June 5. Divisional Manager, Electrical Stores Corporation Line (17), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of one switchboard consisting of one 400 volt, 3 phase, 50 cycle, 600 amp. oil circuit breaker with 25 mv breaking capacity and other related equipment. Tender No. 514/EL (G)64-65, bid deadline June 5. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **COSTA RICA**—Supply of 5,000 watt-hour meters, A.C., polyphase per class 100 (NEMA-E120-1960). Tender No. 1225, bid deadline June 9. Tender terms and specifications in Spanish. Correspondence preferred in Spanish. Instituto Costarricense de Electricidad, Apartado XXXII, San Jose.★ (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of two 3-phase, 60 cycle, 69/3.45-6.9 kv, 1200 kva transformers and related equipment including potential transformer, disconnecting switches, circuit breakers and over current relays. Tender No. KFX-5046-P, bid deadline June 18. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

● Supply of miscellaneous electrical equipment including one 3-phase, 60 cycle, 161/69/6.9-13.8 kv power transformer; one 161 kv, 1200 amp load interrupting switch; 1200 amp. circuit breakers, disconnecting switches; metering equipment and relay equipment. Tender No. KFX-5044-S, bid deadline June 16. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Watt-hour, energy meters, single phase 5 to 20 amp; 3 phase 10 to 60 amps; 220/440 volts 50 cycles a.c. Rahbar Engineers (retailer), 94 Temple Rd., Lahore, West. WTD 4/26/65.

TRINIDAD—Switch gear, for electrical apparatus. Direct purchase and agency. Empire Sales & Agencies, Ltd. (importer, wholesaler, commission merchant), P.O. Box 317, Corner

St. Vincent St. & Tragarete Rd., Port of Spain. WTD 4/15/65.

362 Electrical Industrial Apparatus

● **BURMA**—Supply of 90 400-volt, 3 phase, 50 cycle magnetic motor starters 30 rated 5 amp., 30 rated 10 amp. and 30 rated 30 amp. Tender No. 515/EL(G)64-65, June 5. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—Automatic control devices for commercial and industrial uses; safety gates, self-opening doors, roadway barriers. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris, 8e. WTD 8/20/64.

● **INDIA**—Supply 2,500 alnico generators, permanent magnet type, 3 watt type with handle as per ITD Specification No. S/MZ-107/B. Tender No. SE-4/12077-R/Cell, bid deadline June 8. Documents available upon payment of $1.75 from India Supply Mission (Ref. D/ENQ/1676), 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

PAKISTAN—Motors, fractional to 25 h.p., a.c. polyphase, induction integral; starters. Rahbar Engineers (retailer), 94 Temple Rd., Lahore, West. WTD 4/26/65.

363 Household Appliances

FRANCE—Electric housewares for heating, cooking, other purposes; electric fans. Direct purchase and agency. Office Technique Industriel Express O.T.I.E. (manufacturer, dealer), 13 rue des Fusilles, Puteaux, Seine. WTD 3/25/65.

365 Radio, Television Receiving Sets

NETHERLANDS—Classical and popular phonograph records. Prices up to two dollars f.o.b. Grammofoonplaten Maatschappij Mindlin & Co. C.V. (importer, wholesaler), 12 Statenkamer, Blaricum. WTD 4/26/65.

366 Communication Equipment

ENGLAND—Specialised microwave systems and components. Direct purchase and agency. C. T. (London) Ltd. (sales agent), 27 Ashley Place, London, S.W.1. WTD 4/20/65.

FRANCE—Electronic automatic control devices including remote controls for commercial and industrial uses; safety gates, roadway barriers, indicating panels. Direct purchase and agency. S. A. Tubest (manufacturer), 6 rue Euler, Paris 8e. WTD 8/20/64.

SWEDEN—Components for buglar alarm systems. AB Signaltjanst (importer, wholesaler, manufacturer), Scheelegatan 11, Stockholm. WTD 4/29/65.

367 Electronic Components, Accessories

BELGIUM—Electric and electronic connectors, capacitors, resistors and relays. Quote prices f.o.b. New York. Andre Vandenberghe (importer, wholesaler), 234 Ter Rivierenlaan, Deurne, Antwerp. WTD 3/12/64.

ENGLAND—Electronic equipment and components applicable to medical, research and industrial applications. Direct purchase and agency. C. T. (London) Ltd. (sales agent), 27 Ashley Place, London, S.W.1. WTD 4/20/65.

GERMANY—Electronic equipment and components; importer, wholesaler, commission merchant requests price quotations. Direct purchase and agency. Technisches Buro Berlin—Ing. Herbert E. Zielke, 16 a Konigsberger Strasse, 1 Berlin 45. WTD 4/29/65.

369 X-ray Equipment

● **CEYLON**—Supply of one fully automatic X-ray processing unit suitable for the complete processing and drying of X-ray films from sizes 10″ x 12″ to 14″ x 17″. The unit is to be self-contained with built-in chemical tanks and with a minimum output of 80 finished films per hour. Bid deadline July 20. Director of Health Services, Department of Health, 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Equipment

JAPAN—Automobile tire, battery and accessory items for sale at service stations; additives for lubricating oil and gasoline. Direct purchase and agency. United Specialties Co., Ltd., (importer, exporter), 7 Akasaka Tamachi 4-chome, Minato-ku, Tokyo. WTD 4/9/65.

NEPAL—Two 5-ton trucks, all gear, 159″ wheel base. Catalogs and quotations c.i.f. Calcutta. Badri Prasad Thapalia, 20/109 Gyaneswar, Katmandu. WTD under preparation.

★★ TAIWAN—Trade Mission

Truck, trailer and parts. L. K. Yang & Co. (importer), 31-1 Sec. 3, Chungking N. Rd., Taipei. WTD 6/19/64. TM-90-A.

374 Railway Equipment

● **BURMA**—Supply of 1,000 axle-box covers, 7″ x 4¼″. Tender No. 4/C & W/9, bid deadline June 7. General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. One copy of tender conditions, with drawing, available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

● Supply of 300 glass lenses Bull's eye signal and gate lamps, white, 5″ diameter. Tender No. 209/F.P., bid deadline June 7. General Manager, Union of Burma Railway Board, Bogyoke Aung San Street, Rangoon.★ (Telephone: 202-WO 7-4816).

● Supply of 33 passenger cars, including five dining cars and 19 sleeping cars. Bid deadline July 15. Chairman, Union of Burma Railway Board, Bokyoke Aung San St., Rangoon. Prices to be quoted in Pounds Sterling. Specifications, drawings and conditions may be obtained from the above address for K 125/- per set (US$26.26).

381 Engineering, Laboratory, Scientific, Research Instruments

★★ TAIWAN—Trade Mission

Biochemistry, anatomy, physiology, pathology, bacteriology, pharmacy, laboratory instruments. Formosan Pronto & Co. (importer), P.O. Box 895, Taipei. WTD 5/14/64. TM-17-C.

TRINIDAD—Analytical instruments for laboratory use. Direct purchase and agency. Empire Sales & Agencies, Ltd. (importer, wholesaler, commission agent), P.O. Box 317, Corner St. Vincent Street & Tragarete Rd., Port of Spain. WTD 4/15/65.

384 Surgical, Medical, Dental Instruments

GERMANY—All types of diving equipment. Direct purchase and agency. Horst-Siegfried Zeller (importer, exporter, wholesaler), 7 Stuttgart-Bad Cannstatt, Marktplatz 16. WTD 4/20/65.

NETHERLANDS—Artificial limbs, leg braces, orthopedic equipment, surgical dressings, rehabilitation equipment, wheel chairs, other related products, accessories, parts. Direct purchase and agency. N.V. Orthopaedische Fabriek v/h J. van Lierop (importer, distributor, exporter, manufacturer, agent), 55-56 Nieuwe Rijn, Leiden. WTD 4/22/65.

★★ TAIWAN—Trade Mission

Medical instruments and physical therapy equipment. Formosan Pronto & Co. (importer), P.O. Box 895, Taipei. WTD 5/14/64. TM-17-D.

385 Ophthalmic Goods

GIBRALTAR—Metal and nonmetal ophthalmic frames, ophthalmic lenses, sun glasses. British Pharmaceutical Co., Ltd. (retailer), 111 Main St., Gibraltar. WTD 2/23/65.

386 Photographic Equipment

ECUADOR—Cameras, motion picture, 8 mm., 16 mm., 35 mm., civilian type; lighting equipment for motion pictures; motion picture projectors, sound, standard portable; motion picture projection screens and accessories; requests descriptive brochure. Direct purchase and agency. Requests replies in Spanish. Cristobal Cobo A. & Cia. (importer, wholesaler, retailer), Casilla Postal 2500, Quito. WTD 6/22/64.

393 Musical Instruments, Parts

TRINIDAD—Electronic guitars, amplifiers and other parts; also non-electric. International Recording Co., Ltd., (importer, exporter, wholesaler, retailer, manufacturers' agent), P.O. Box 517, 8 Dundonald St., Port of Spain. WTD 4/1/65.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys, including mechanical trains, construction sets, children's vehicles, kits for making small plastic models. Direct purchase and agency. Agences Francaises & Etrangeres (importer, dealer), 61 rue du Faubourg St Martin, Paris 10e. WTD 3/26/65.

Mechanical games and toys; mechanical and electrical trains; children's vehicles. Direct purchase and agency. Etablissements Ardor (importer, dealer), 62 rue du Fbg Poissonniere, Paris 10e. WTD 3/25/65.

Dolls, doll parts, doll clothing; stuffed toy animals; toy furniture; doll carriages and carts; construction sets; mechanical trains, other mechanical games and toys, velocipedes, tricycles, coaster wagons, playcars. Beach balloons. Direct purchase and agency. Charles Vuillaume (importer, dealer, agent), 50 rue Desbordes-Valmore, Paris 16e. WTD 3/25/65.

JORDAN—Toys & games, all kinds. Arabia Trading & Distributing Agency (importer, commission agent), P.O. Box 546, Amman. WTD 2/23/65.

399 Manufacturing Industries

GERMANY—Perfume atomizers (liquid tight). Ing. Erich Pfeiffer K.G. (manufacturer), 7760 Radolfzell a. Bodensee, Josef-Bosch-Strasse 4. WTD 4/20/65.

SWEDEN—All kinds of display and advertising novelties, such as covering materials, background materials, stands. Direct purchase and agency. AB Agena Trading Co. (importer, wholesaler, sales agent), Rindogatan 28, Stockholm. WTD 4/29/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

013 Livestock Farms

ITALY—Bovine cattle, especially calves. Nordis International del Dr. Bruno Di Segni (agent), Via Lagrange 35, Torino. WTD 4/27/65.

201 Meat Products

ITALY—Bovine frozen meats. Nordis International del Dr. Bruno Di Segni (agent), Via Lagrange 35, Torino. WTD 4/27/65.

220 Textile Mill Products

SWEDEN—Textile piece goods, including cotton, rayon, wool and synthetic fibres, for the ready-made clothing industry. Agenturfirma Chr. Bruhns (sales agent), Box 208, Solna 2. WTD 4/26/65.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Maternity dresses, coats, suits. Requests replies from manufacturers only. Ets. Pierre Marseille (commission merchant), 8 rue des Capucins, Abbeville (Somme). WTD 12/30/63.

239 Fabricated Textile Products

FRANCE—Camp tents. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

251 Household Furniture

FRANCE—Metal folding tables and stools, aluminum ice chests for use as camp equipment. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

253 Public Building Furniture

FRANCE—Portable folding wood or metal chairs for use on beaches. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

254 Partition, Shelving, Lockers, Office Store Fixture

SWITZERLAND—Metal partitions, shelving, lockers, office and store fixtures. Volkart Brothers Ltd. (importer, exporter), 8401 Winterthur. WTD 4/28/65.

259 Miscellaneous Furniture, Fixtures

IRAN—Venetian blinds, parts, accessories. Requests catalogs. Sayeh Roshan (Ismail Zareie) (importer, manufacturer), 949 Shemiran Rd., Tehran. WTD 5/1/65.

SWITZERLAND—Furniture and fixtures, shop and factory furniture. Volkart Brothers, Ltd. (importer, exporter), 8401 Winterthur. WTD. 4/28/65.

264 Converted Paper

IRAN—All types of wall paper. Requests catalogs. Sayeh Roshan (Ismail Zareie) (importer, manufacturer), 949 Shemiran Rd., Tehran. WTD 5/1/65.

266 Building Paper, Building Board Mills

SWITZERLAND—Building paper and building board mills. Volkart Brothers, Ltd. (exporter, importer), 8401 Winterthur. WTD 4/28/65.

283 Drugs

FRANCE—Vitamins B1, B2, B6, B12. C. L. Champion (importer, dealer), 10 rue Castex, Paris 4e. WTD 4/20/64.

MEXICO—Vitamins for poultry and cattle. Martin Neumann Schacher (sales, commission agent), Leibnitz No. 276, Col. Anzures, Mexico, D.F. WTD 3/25/65.

284 Cleaning, Cosmetic, Toilet Preparations

SUDAN—Cosmetic creams, toilet preparations of all kinds. National Pharmacy, P.O. Box 1584, Khartoum.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

JAPAN—All types of wood stains. Tokyo Tsusho Kaisha, Ltd. (Totsu Co., Ltd.) (importer, exporter), Toyota Bldg., Sasashima-cho, Nakamura-ku, Nagoya. WTD 7/24/64.

287 Agricultural Chemicals

★★TAIWAN—Trade Mission

Malathion and parathion. Formosan Pronto & Co. (importer), P.O. Box 895, Taipei. WTD 5/14/65. TM-17-A.

289 Chemical Products

SWITZERLAND—Synthetic resins, nonvulcanizable elastometers, glue and gelatin, carbon black, chemicals and chemical preparations. Volkart Brothers, Ltd. (importer, exporter), 8401 Winterthur. WTD 4/28/65.

306 Fabricated Rubber Products

FRANCE—Rubberized air mattresses; rubber boats. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

SWITZERLAND—Fabricated rubber goods, industrial. Volkart Brothers, Ltd. (exporter, importer), 8401 Winterthur, WTD 4/28/65.

307 Plastics Products

IRAN—Plastic vinyl tiles; modern folding doors, plastic or plastic coated fabric, metal frame, all styles. Requests catalogs. Sayeh Roshan (Ismail Zareie) (importer, manufacturer), 949 Shemiran Rd., Tehran. WTD 5/1/65.

SWITZERLAND—Miscellaneous plastic products. Volkart Brothers Ltd. (importer, exporter), 8401 Winterthur. WTD 4/28/65.

322 Glass, Glassware

FRANCE—Glass conduits, pipes, tubing, furnace ducts, related equipment and accessories (including insulating material) for installation of central heating in residences, commercial buildings, industrial plants. Requests replies in French. Pierre Dupin (dealer), 13 Rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 4/29/65.

329 Abrasive Products

SWITZERLAND—Abrasive products, asbestos friction materials, steam and other packings, and mineral wool. Volkart Brothers, Ltd. (importer, exporter), 8401 Winterthur. WTD 4/28/65.

331 Steel Mill Products

INDIA—Special steels such as high speed cobalt tungsten tool steels, tungsten die steels, chromium vanadium carbon tool and die steels, plain carbon tool and die steels, nickel chrome molybdenum alloy constructional steels in the form of bars, billets blooms and slabs. Greaves Cotton and Co., Ltd., Metals Department (manufacturer, importer, exporter), 1 Forbes Street, P. B. No. 91, Bombay 1. WTD 12/8/64.

342 General Hardware

FRANCE—Vacuum bottles and jugs; aluminum outdoor cook kits for use as camp equipment. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Sanitary equipment and plumbing fixtures and fittings; bath-tubs, shower-baths, washbasins, lavatories, sinks and scullery units, including modern enameled iron, pressed metal and porcelain-enameled ware for hotels, hospitals, clinics, home use. Agency for southwest France and/or distributorship with installation work. Requests replies in French. Pierre Dupin, (dealer), 13 Rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 4/29/65.

Portable gas and oil burners; electric heating units of modern types, domestic and industrial. Agency and distributorship for southwest France. Requests replies in French. Pierre Dupin, (dealer), 13 Rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 4/29/65.

353 Material Handling Machinery

SWITZERLAND—Conveyors and other equipment for handling bulk material. Gericke & Co. (manufacturers; representatives), Stationsstrasse 67, Regensdorf-Zurich. WTD 1/18/65.

354 Metalworking Machinery

AUSTRALIA—Precision machine tools, general range. Paul Witzig & Co. Pty., Ltd. (manufacturers), 55 York St., Sydney, N.S.W. WTD 4/29/65.

355 Special Industry Machinery

PHILIPPINES—Portable chain saws; woodworking equipment. A. R. Borromeo, Sales Engineer, Earnshaws Docks & Honolulu Iron Works, (importer, wholesaler, retailer, manufacturer), Second and Tacoma Sts., Port Area, Box 282, Manila. WTD 10/24/64.

★★ TAIWAN—Trade Mission

Machinery for making glass bottles. Formosan Pronto & Co. (importer), P.O. Box 895, Taipei. WTD 5/14/64. TM-17-E.

356 General Industrial Machinery

PHILIPPINES—Line shaft turbine pumps. A.R. Borromeo, Sales Engineer, Earnshaws

Docks & Honolulu Iron Works, (importer, wholesaler, retailer, manufacturer), Second and Takoma Sts., Port Area, Box 282, Manila. WTD 10/24/64.

SWITZERLAND—Pumps, presses, bridge bearings, testing and measuring instruments for the constructing industry. Mageba Sa. (importer, manufacturers' representative), Irchelstrasse 18, 8057 Zurich. WTD 4/27/65.

357 Office Machines

SWEDEN—Office machines, copying machines, related products. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede/Stockholm. WTD 4/22/65.

358 Service Industry Machines

FRANCE—Air-conditioners and humidifiers, portable and other modern-type units. Requests replies in French. Pierre Dupin, (dealer), 13 Rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 4/29/65.

362 Electrical Industrial Apparatus

PHILIPPINES—Bare generators, 500 watts to 50 KW, and engine driven generating sets. A. R. Borromeo, Sales Engineer, Earnshaws Docks & Honolulu Iron Works, (importer, wholesaler, retailer, manufacturer), Second and Tacoma Sts., Port Area, Box 282, Manila. WTD 10/24/64.

363 Household Appliances

FRANCE—Electric household equipment, including heating units, water heaters, cooking equipment and appliances, ventilating systems, washing machines, refrigerators, home freezers. Etablissements Lucas (manufacturer, dealer), 1 rue Besson, Colombes, Seine. WTD 3/25/65.

Gasoline camp stoves. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

364 Lighting Equipment

FRANCE—Outdoor lanterns, for use as camp equipment. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

372 Aircraft and Parts

MEXICO—Executive type airplanes, turbo or jet engines. Nacional Aereo S.A. (importer, sales agent, distributor), Blvd. Puerto Central Aereo No. 273, Mexico 9, D. F. WTD 3/3/65.

373 Ship, Boat Building, Repairing

NETHERLANDS—Complete runabouts, yachts, speedboats, inboard motors, outboard motors, hardware, accessories, boat carriers, life jackets. Exclusive agency. Motorimport H. J. Schellaars—Schellaars Watersport (importer, distributor), 95-101 Graaf Florisstraat, Rotterdam. WTD 4/9/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Gauges, dial type; counters, general range for industrial use. Paul Witzig & Co. Pty., Ltd. (manufacturers' representative), 55 York St., Sydney, N.S.W. WTD 4/29/65.

SWITZERLAND—Thermal and electrical measuring instruments and related products, thermostats, pressure recorder-controller systems. Trub, Tauber & Cie., Ltd. (manufacturers' representative), Amperestrasse 3, 8037 Zurich. WTD 4/27/65.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Surgical and dental instruments. Paul Witzig & Co. Pty., Ltd. (manufacturers' representative), 55 York St., Sydney, N.S.W. WTD 4/29/65.

394 Toys, Amusement, Sporting Goods

FRANCE—Tennis, basketball, football, volleyball, hockey, ski equipment; beach balloons. Cogefrance (importer, agent, dealer), 14 rue Commines, Paris 3e. WTD 3/24/65.

Tennis balls, frames, rackets; accessories for skin-divers, swim masks, fins, snorkels. S. Liepmann & R. de Massini (agent), 5 rue Reaumur, Paris 3e. WTD 3/24/65.

399 Miscellaneous Manufacturing Industries

FRANCE—Beach umbrellas and parasols. Cogefrance (importer, dealer, agent), 14 rue Commines, Paris 3e. WTD 3/24/65.

Leads for Importers

Commodities are offered direct unless specified.

225 Sport Shirt Manufacturer

BRAZIL—Sport shirts produced to buyer's specifications; requests inquiries in Portuguese. Confeccoes Guararapes S/A (manufacturer, wholesaler), Caixa Postal 250, Natal, R.G. do Norte. WTD 4/26/65.

229 Textile Goods

BELGIUM—Manufacturer of table and bed-linens, upholstery, mattress tickings, wants offer for "polyamide 6 caprolactane thread, of normal brilliancy." Textile de Witte-Lietaer S.A. (importer, manufacturer), 27 rue de la Lys, Lauwe near Kortrijk. WTD under preparation.

233 Women's, Misses', Juniors' Outerwear

MEXICO—Regional costumes and peasant style garments. Textiles Tipicos Mexicanos, S.A. (manufacturer, wholesaler, exporter), Medellin No. 153-2° piso, Mexico, D.F. WTD 3/26/65.

241 Logging Camps, Contractors

FINLAND—Timber products including poles (impregnated or otherwise), pitprops, logs, sawn timber, boxes and boxboards, sleepers, balks of whitewood, redwood, birch. Kaukomarkkinat Oy (wholesaler, importer, exporter), Timber Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

243 Millwork, Prefabricated Structural Wood Products

FINLAND—Complete prefabricated wooden houses; doors, windows, frames. Kaukomarkkinat Oy (wholesaler, importer, exporter), Timber Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

264 Converted Paper

FINLAND—Full range of papers and paper products, writing and printer papers, wrapping papers, special papers for industrial use, converted paper products including stationery, toilet tissue, napkins, wall paper. Kaukomarkkinat Oy (wholesaler, importer, exporter), Paper Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

★★ TAIWAN—Trade Mission

Polyethylene bags. Formosa Produce Crop. (importer, exporter, wholesaler), 51 Section 2, Wucheng St., Taipei. WTD 4/21/65. TM-21-A.

314 Footwear

FRANCE—Summer footwear for men, women, children, sandals, washable articles. Direct or through agents. Descriptive leaflet available on loan basis from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. J. P. Pic, S.A. (manufacturers, wholesalers, exporters), 8 Boulevard Beausoleil, Bergerac, Dordogne. WTD 4/30/65.

317 Handbags, Personal Leather Goods

MOROCCO—Handicraft leather goods, handbags, purses, wallets. Requests replies in French. David Israel (retailer), 8 Place de France, Tangier. WTD 3/10/65.

319 Leather Goods

MOROCCO—Handicraft leather goods, book covers, hassocks, portfolios. Requests replies in French. David Israel (retailer), 8 Place de France, Tangier. WTD 3/10/65.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FINLAND—Acoustic tiles, plastic-faced and enamelled hardboard, related products. Kaukomarkkinat Oy (wholesaler, importer, exporter), Building Board Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

SOUTHERN RHODESIA — Waterground mica powder. A list showing mesh sizes appropriate for various uses and an analysis chart are available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Ketelsey & Gelletich (Rhodesia) (Pvt.) Ltd., P.O. Box 50, Birmingham Rd., Industrial Sites, Marandellas.

355 Special Industry Machinery

★★ TAIWAN—Trade Mission

Photo-offset machines, 36 x 48 inches, three-fold or four-fold. China Color Printing Co. (manufacturer), Wu Chang St., Section 1, Taipei. WTD 6/25/64. TM-160-A, 160-B.

373 Ship, Boat Building

★★ TAIWAN—Trade Mission

Boats, various types, from small sailing boats to specially built yachts; requires an agent in U.S. Y. Chen & Co., Ltd. (importer, wholesaler), 2nd Floor, 4 Nanking East Rd., Section 1, Taipei. WTD 3/18/65. TM-26-A.

399 Miscellaneous Manufacturing

MOROCCO—Rugs; hand-made leather, metal, wood, Moroccan craftsmanship items. Prices fob Casablanca. Catalogs and price list avail-

able. Camel-Export (exporter), 34 Boulevard Mohammed V, Casablanca. WTD 4/28/65.

NEPAL—Canvas garden umbrellas painted with Nepalese decorations, up to 500 pieces at a time, in sizes ranging from 30" to 90" in diameter. Samples on request. Nepal Artistic Umbrella House (producer), 187 Hyumat Tole, Katmandu-7. WTD under preparation.

505 Farm Products-Raw Material

ETHIOPIA—Seeks commission agent, preferably in Philadelphia area, to import goat, kid, sheep skins into the U.S. Alfredo Varoli (importer, exporter), P.O. Box 390, Asmara, Ethiopia. WTD 4/14/65.

509 Miscellaneous Wholesalers

★★ TAIWAN—Trade Mission

Polyethylene bags for packing fertilizer, agricultural film and sugars, sodium bicarbonate, detergents, soybean meal. Small food packing articles. Garment bags, covers. Folex Chemical Corp. (manufacturer), 170 Chungshan North Rd., Taipei. WTD 12/27/63. WTD TM-48.

599 Retail Stores

★★ TAIWAN—Trade Mission

Handicrafts, tea, canned goods; wishes to sell through U.S. agents. Taishin Co. (importer, exporter), 140 Min Sheng East Rd., Taipei. WTD 3/15/65. TM-61-A.

Burma invites bids on belting

The People's Stores Corporation, Machinery, Equipment, Tools & Spares Division, No. 228-240, Strand Rd., Rangoon, has invited bids on transmission and elevator belting. The transmission belting is to be rubber, square edge, of various widths and plies, totaling 878,500 feet. The elevator belting is to be cotton canvas with 4 blue stripes on each side, of various widths, totaling 802,000 feet.

The bid deadline is June 23, Tender No. 163/Machy: (23) G-4/(64-65). A copy of the tender request is available to firms located in the U.S. from the Rubber, Leather and Allied Products Division, Room 4037, BDSA-6290, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3381).

Significant Awards

SOUTH AFRICA—A contract for construction of 21½ miles of subgrade and subbase on trunk road between Fort Beaufort and Koonap River has been awarded to Savage & Lovemore (Pty.) Ltd., P.O. Box 7172, Newton Park, Port Elizabeth, whose bid was approximately $2.1 million. No bids were received from U. S. companies.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Future Construction

CANARY ISLANDS—The Spanish Parliament has approved modernization of highways on the Island of Tenerife at a cost of almost $17 million over a four-year period. Half will be financed by the Government and the rest with international credits, mainly from World Bank. The program includes 52 miles of road between Candelaria and Los Cristianos and 24 miles between Sauzal and Icod. As of last week end, there had not yet been a call for bids. **Write:** Direccion General de Carreteras y Caminos Vecinales, Ministerio de Obras Publicas, Avenida del Generalisimo, Madrid.

GERMANY—The Berlin Senate has agreed on the draft budget for public construction in West Berlin for FY 1966. It calls for expenditures of approximately $116 million, compared with $106 million for the current year. About $55 million is budgeted for building construction and $60 million for streets, bridges and subways. The Berlin House of Representatives must approve.

INDIA—(1 rupee=21¢) The Chief Engineer, Koyna, Dist: Satara, Maharashtra State, India, is preparing to invite tenders for works in the Koyna Hydro Electric Project Stage-III, estimated to cost approximately $23 million.

Notice is given to enable contractors to visit the site before the onset of monsoon, which may commence in June. Works proposed to be given on contract are:

Works from Mankarwadi (Pophali) intake to Boladwadi compensation basin. These consist of a tunnel 25 ft. diameter, concrete lined, approximately 12,400 ft. long. An intake work at Mankarwadi (Pophali) connecting to existing (Stage I & II) tail race tunnel; intake works to collect monsoon flows from the Vaitarni River.

Tail race tunnel 35 ft. diameter finished with concrete lining, approximately 16,400 ft. long, commencing from the under ground powerhouse near Boladwadi Compensation Dam and outfalling into a tail canal.

Tail canal approximately 16,400 ft. long, 60 ft. bed width, 30 ft. to 80 ft. deep.

All works are to be completed by 1970.

An explanation and some drawings of the project will be available from the Chief Engineer for Rs. 10 ($2.16).

A copy is available for inspection and review in Room 4203, Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

IRAQ—The Finnish power company Imatran Voima Oy and the Iraqi Ministry of Agriculture have signed an agreement on planning of a dam on the Tigris River, 36 miles north of Mosul, Iraq. Surveys of the site are to begin immediately but the design work probably will not begin for 10 months.

SOMALIA—The Government has signed agreements with the European Development Fund (EDF), the International Development Association (IDA) and the United Nations Special Fund to finance a hard-surface all-weather road from Afgoi to Baidoa, a distance of about 125 miles. Cost is estimated at $14 million, with sources as follows: EDF, $5.1 million; IDA, $6.2 million; UNSF, $2 million and Government budget allocation, $600,000.

SOUTH AFRICA—The Trust Bank has plans to erect a 36-story building on Eloff Street, Johannesburg, at a cost of $14 million. Plans have been approved by the City Council. Approval of the Building Commission and the Transvaal Administrator is still required. Tenders for construction will not be ready for distribution until all authorities approve. U.S. firms reportedly will be invited to participate.

Contracts worth $14 million of the proposed $23.8 million nitrogenous fertilizer plant to be built by Fisons (Pty.) Ltd. at Milnerton, Cape Town, are expected to be signed soon. The contractors whose bids are being studied are Friederich Uhde, Dortmund, Germany, for the nitric acid plant, and Simon Carves (Africa) (Pty.) Ltd., P.O. Box 9599, Johannesburg, for the ammonium nitrate and limestone ammonium nitrate plants. Contract for the $8.4 million ammonia plant has been awarded.

Capetown City Council's Works and Planning Committee has recommended a $5.6 million item in the city's 1965 loan program to improve Boyes Drive, an arterial road in a steeply-ridged part of the Cape peninsula. Construction will include a tunnel. The project is part of Capetown's 10-year road-building program and is expected to cost approximately $11 million.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

American Firms, Subsidiaries and Affiliates—India. March.

Business Firms—Ireland. April 1965.

Canneries and Frozen Foods—Producers and Exporters—Pakistan. April 1965.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Costa Rica. April 1965.

Household Appliances—Importers and Dealers—Hong Kong. April 1965.

Household Appliances—Importers and Dealers—The Netherlands. April 1965.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Finland. April 1965.

Machinery and Equipment, Farm—Importers and Dealers—Nicaragua. April 1965.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces—Importers and Dealers—Brazil. April 1965.

Pulp and Paper Mills—Tunisia. April 1965.

Seeds and Bulbs—Importers, Dealers and Exporters—Morocco. May 1965.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—G. Rockey, Alltrans Pty. Ltd., 5-18 Burrows Rd., St. Peters, N.S.W., **interested in visiting cement manufacturing plants and trucking companies and in observing cement loading facilities in operation at docks and plants, and requesting technical information.** June 2 via San Francisco for two weeks. Itinerary: San Francisco June 2-4, c/o St. Francis Hotel; Los Angeles June 7-8, c/o Beverly Wilshire Hotel; Philadelphia June 9; New York June 9-13, c/o New York Hilton Hotel; others may be arranged. WTD 3/26/65.

Geoffrey Beckingsale, Beckingsale & Co., 33 Queens Rd., Melbourne, Victoria, **interested in obtaining agencies for capital goods plant and equipment, control systems, seeking products with unit cost over $5,000 and requesting technical information.** End of May via New York City for three weeks. c/o First National City Bank, 55 Wall St., New York, N.Y. Itinerary: New York, Chicago, Cincinnati, Los Angeles, San Francisco.

J. F. Beaumont, Ombo Co., 230 Elizabeth St., Sydney, N.S.W., **interested in visiting plants which manufacture baby wear and accessories, particularly plastic baby pants, to discuss importing these lines or arranging to manufacture them under license and meeting manufacturers of machinery used in making the above lines.** Interested manufacturers may write Mr. Beaumont at his Sydney address. June or July via New York City for three-four weeks. C/o U.S. Department of Commerce Field Offices in New York and San Francisco. Itinerary: New York, San Francisco, others to be arranged. WTD 4/7/65.

BRAZIL—Victorino Luiz Ferreira, president, Sindicato da Industria de Pedreiras do Estado da Guanabara, Av. Henrique Valadaras 149, 1° andar, Rio de Janeiro, GB, ZC-86, **interested in contacts with U.S. firms, associations and unions in the field of quarrying and requesting technical information on new developments and machinery in the stone and granite industry and labor-management relations.** Late May or June via New York City for approximately 20 days. Itinerary: New York, Washington, possibly Chicago.

FRANCE—Sabin Salinas, representing Societe Amata, 54 Cours Pierre Puget, Marseille, 6eme, B. d. R., **interested in importing foodstuffs.** May 12 via New York City for one month. C/o Wm. H. Muller & Co., Inc., 122 E. 42nd St., New York, N.Y. Itinerary: New York, Chicago, Washington, San Francisco. WTD 5/4/65.

HONG KONG—Shih Chih-Ming, representing Oriental Products & Trading Co. and Hong Kong Silk Mills, 43 Caine Rd., Hong Kong, **interested in contact with U.S. manufacturers and exporters of nylon, orlon and other synthetic yarns and fabrics and U.S. importers of silk, rayon and synthetic fabrics, and requesting technical information on synthetic yarns.** May 15 via Honolulu for one month. C/o Niplow and Kobert, Inc., 470 Park Ave., New York, N.Y. Itinerary: Boston, Chicago, Los Angeles, New York, San Francisco, Seattle.

ISRAEL—Beno Efron, Rosley Trading Co., Ltd., 22 Rothschild St., P.O. Box 111, Rishon Le Zion, **interested in contacting manufacturers of hospital and laboratory equipment with a view to acquiring agency rights and requesting technical information on equipment.** About May 15 via New York City for one-two months. Itinerary: New York, Boston, Chicago, Los Angeles. WTD 10/23/64.

SOUTH AFRICA—Saul Peter Suzman, chairman, L. Suzman Ltd., P.O. Box 2188, Johannesburg, **interested in agencies and licensing arrangements.** May 16 via New York City for one month to six weeks. Itinerary: New York, Boston, Los Angeles, San Francisco. WTD 2/24/64.

J. W. Maas, P.O. Box 401, Bryanstan, Transvaal, **interested in U.S. sources of engineering products, helicopters and other aircraft, and consumer goods.** June 1 via New York for three weeks. C/o Netherlands Consulate General, 10 Rockefeller Plaza, New York, N.Y. Itinerary: New York State and New Jersey. WTD 4/23/65.

THAILAND—Yai Patanurvech, representing Seng Lee Huat Ltd. Partnership, 598-2 Sapanhan, Chakrapetch Rd., Bangkok, **interested in food provisions, kitchenware, grocery items.** June 4 via New York City for 17 days. C/o Standard Brands, Inc., 625 Madison Ave., New York, N.Y. Itinerary: New York June 4-13; Washington, June 13-15; Chicago June 15-16, Los Angeles and San Francisco June 16-21. WTD 3/11/64.

UGANDA—S. B. Khosla, Universal Domestic-ware Ltd., P.O. Box 926, Kampala, **interested in visiting manufacturers of glassware, crockery, cutlery, kitchenware.** June via New York City for two-three weeks. Itinerary: New York, others to be arranged. WTD 4/19/65.

South African dam equipment

The Orange-Fish Tunnel Consultants, 31 Aspern House, 54 de Korte St., Braamfontein, Johannesburg, Transvaal, has issued a tender to design, supply and erect lifting screens, fixed wheel gates, and a gantry crane at the main inlet structure and gate shaft of the Orange-Fish Tunnel, Cape Province. Tender No. W-O-934, bid deadline June 3. The deadline probably will be extended.

Specifications are available from D. G. Lloyd at the Johannesburg address for $70 or on a short term loan basis, to firms domiciled in the U.S., from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-5589.)

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Korea seeks aircraft parts

Korea is offering a tender including, but not limited to, parts for aircraft, including R-1830-90-D engine assembly, tires and tubes for landing gear, and replacement parts for Instrument Landing System, LF/NF TMU XMTR; miscellaneous meteorological instruments; teletype parts; electronic equipment; aerial survey camera; photo-composing machine; map projecting equipment; geodetic theodolite and leveling rod; diamond core drill equipment.

The tender number is KFX-5042-S and the bid deadline is June 11. Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Burma wants language lab

The Peoples Store Corp. (Line 17), 77/91 Sule Pagoda Rd., Rangoon, has issued tender request No. 523/EL(G) 64-65, for equipment for a language laboratory, including a master console with four 4-track master, 3-speed, tape recorders, record player and 30 student positions, each with tape recorder. Also required are six each bulk erasers, head demagnetizers, tape splicers and spares.

Bid deadline is June 16, with delivery no later than July 30. Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA 6420, Rm. 4117, Dept. of Commerce, Washington, D.C. 20230, telephone 202 967-4036.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99301, Rm. 306, Lousac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-2287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588777.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

New Books and Reports

Rundt's Overseas Market Reports on Chile, The Philippines, Bolivia, Venezuela, Australia, Spain, Colombia, Nicaragua, Belgium-Luxembourg and Japan. **S. J. Rundt & Assoc., New York. Single mimeographed copies are available at $25, except Spain and Japan which are $35. (Annual subscription to Rundt's Market Reports—24 copies a year—is $100).**

These surveys examine in detail the areas of population; economic and industrial analysis and trends; international and U.S. trade; monetary, fiscal, financial and banking affairs; production and development; employment and wages; and foreign investments.

Four special situation Reports were also published recently on Forestalling Monetary Pandemonium (The Rescue of Sterling and the Dollar); The Monetary Struggle Between the "Anglo-Saxons" and the "Continentals"; Eighty-two Foreign Currencies in 1964; and Confusion Continues in Santo Domingo.

Write: S. J. Rundt and Assoc., 130 East 63rd St., New York, N.Y. 10021.

TWA MarketAir. **A monthly newsletter published by Trans World Airlines. Free.**

Prepared in cooperation with the Economist, this newsletter is designed to help small and medium-sized U.S. companies find export contacts and increase their product distribution abroad. It contains export opportunities turned up by TWA's sales offices throughout the world.

Write: Trans World Airlines, 605 Third Ave, New York, N.Y. 10016.

Principles of World Business. **By Laurence P. Dowd. Allyn and Bacon, Inc., Boston. $11.35.**

The author develops a hypothetical export shipment, showing examples of completed documents used and discussing procedural problems from a managment point of view.

The book is divided into six major sections, covering the sources of international business; the principles of international business; policies affecting international commerce; organizing for international marketing; management of international business and export procedure.

Write: Allyn and Bacon, Inc., 150 Tremont St., Boston, Mass. 02111.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

The Management of Technical Problems; With Special Reference to the Needs of Developing Countries. **By Lawrence W. Bass. Prepared for Arthur D. Little, Inc. Published by Frederick A. Praeger, New York. 139pp. $8.50.**

The latest of Praeger's Special Studies in International Economics and Development, this book is designed to emphasize the importance of bringing a competent technical man into direct contact with a problem under circumstances which convince him of its importance and provide him with access to all pertinent material and assistance required. It covers research in international perspective; managerial principles for technical programs; technology needs of developing economies; corporate logistics and product policy; elements of technical programming; organization of technical departments; product development, and coordination of technology with manufacturing and marketing.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

East-West Trade. **Foreign News Service, New York. 24 issues per year. Annual subscription: $85.**

A newsletter on business and economic affairs, carrying information on East-West trade, joint ventures, transactions, projects, and giving data on trade relations trade fairs, and similar topics.

Write: Foreign News Service-Economic News & Research 280 Madison Ave., (Suite 805) New York, N.Y. 10016.

The Economic Development of the Territory of Papua and New Guinea. **Published by the International Bank for Reconstruction and Development. 468pp. $8.50.**

Describes the various aspects of the primitive economy, including land and population problems, agriculture, manpower and education, health conditions and problems of industrialization, transportation and communication, finance and natural resources. Data on foreign trade, balance of payments, revenues, forest and mineral surveys are, with a few exceptions, brought up to June 30, 1963.

It sets forth specific plans for the different sectors of the economy and discusses the ways in which the proposed development programs can be put into effect.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

Overseas Business Reports. **U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Information on Business Machines in Argentina. OBR 65-22. 5pp. Describes the improving Argentine market for business machines in general, and reviews specific prospects for sales of electronic data processing equipment and conventional business machines, with special emphasis on Argentina's foreign trade in these items. Five tables break down the trade by commodity and area.

Dictionary of International Relations and Politics. **By Gunther Haensch, et al. Elsevier Publishing Co., New York. 638 pp.**

This book is designed to present the political-legal terminology, and its foreign language equivalent, in current use in the world's leading trading countries. It is written in German, French, Spanish and English. Also by the same publishers: *International Economic Integration; Glossary of Financial Terms*, and *Glossary of Economics*.

Write: American Elsevier Publishing Co., Inc., 52 Vanderbilt Ave., New York, N.Y. 10017.

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Calendar *for international traders*

May

24—Indian Investment Conference, 10 a.m., Penn-Sheraton Hotel, **Pittsburgh.** Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

24—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Portland, Ore.**

25—In-office Meeting, Field Office, **Chicago.**

25—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

25—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

25—International Trade Workshop, Taishoff Lounge, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Pan American Airways; Small Business Administration; Long Island University; REEC; Field Office, Department of Commerce.

25—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **San Francisco.**

25—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

25—Export seminar: Panel session, "Selling in Export," 2:30 P.M.; dinner meeting, 6 P.M., speaker, Charles F. Boehm, Director, Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce. Warrington Country Club, **Warrington, Pa.** Sponsors: Industrial Development Corp. of Bucks County and Philadelphia REEC.

25—In-Office Conference, **Detroit** Field Office. Sponsors: Detroit Field Office, Department of Commerce, Michigan REEC.

26—Export Techniques Workshop, **Houston, Tex.** Sponsors: Houston Field Office, REEC.

26—2nd Annual World Trade Conference, Skirvin Hotel, **Oklahoma City.** Sponsors: Department of Commerce; Chamber of Commerce; REEC.

26—In-Office Export Expansion meeting, 10 a.m., Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce.

27—Export Seminar, Chamber of Commerce, **Fresno, Calif.** Sponsors: REEC, Fresno Chamber of Commerce, Department of Commerce.

27—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Motor & Equipment Manufacturers Assn.; Field Office, Department of Commerce.

27—Iran American Chamber of Commerce, Inc., New York Hilton Hotel, **New York.** Speaker: Archie M. Andrews, Bureau of International Commerce.

27—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Los Angeles.**

27—In-Office Export Conference, **Atlanta** Field Office. Sponsors: Field Office, Department of Commerce, REEC.

27—South Florida REEC, regular monthly meeting, 4:30 p.m., Greater Ft. Lauderdale Chamber of Commerce Conference Room, **Fort Lauderdale, Fla.**

27—Export Trade seminar, banquet, Governors Club Hotel, **Fort Lauderdale, Fla.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Junior College of Broward County; Chamber of Commerce; Field Office, Department of Commerce; REEC.

28—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

June

1-2—Conferences by appointment with Arthur C. Lillig, Commercial Attache, Ankara, Turkey, Field Office, **New York.**

2—Export Workshop, Holiday Inn, Rt. 57, **Elyria, Ohio.** Sponsors: Lorain Chamber of Commerce, Elyria Chamber of Commerce, Lorain Port Authority, Cleveland Field Office, Cleveland REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

3—Arthur C. Lillig, Commercial Attache, Ankara, Turkey, available for consultation with businessmen from tri-State area of Pennsylvania, Delaware, and New Jersey, Field Office, **Philadelphia.**

4—Conferences by appointment with Arthur Lillig, Commercial Attache, Ankara, Turkey. Field Office, **Philadelphia.**

9—Terminal Conference, U.S. Trade Mission to Thailand and Taiwan, Fairmont Hotel, **San Francisco.**

10—"First-Step" Export Workshop, **Memphis** Field Office. Sponsors: REEC and Field Office.

11—James E. Parks, member of U.S. Trade Mission to Taiwan and Thailand, will confer with businessmen from Pennsylvania, Delaware, New Jersey, in **Philadelphia** Field Office.

11—Arthur C. Lillig, Commercial Attache, Ankara, Turkey, available for consultation, Field Office, **Chicago.**

14—Washington Builders Congress Luncheon, Mayflower Hotel, **Washington, D.C.** Speaker, Roy Gootenberg, Director Trade Missions Division, Bureau of International Commerce, Department of Commerce.

15—Monthly meeting, Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, dinner, Roosevelt Hotel, **Cedar Rapids, Iowa,** 6:30 P.M. Speaker: David E. Howland, Manager, Port of New York Trade Development Office, Chicago. Film showing, "Container and Cargo."

16—In-Office Export Finance and Insurance Seminar. Field Office, **San Francisco.**

16—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

18—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

21—Outdoor Power Equipment Institute, 13th annual meeting, the Greenbrier, **White Sulphur Springs, W. Va.** Speaker: James F. Collins, Deputy Administrator, Business and Defense Services Administration.

23—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Boy's Apparel and Accessories Assn.; Field Office, Department of Commerce.

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

30—In-Office Export Seminar, Field Office, **San Francisco.**

July

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

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